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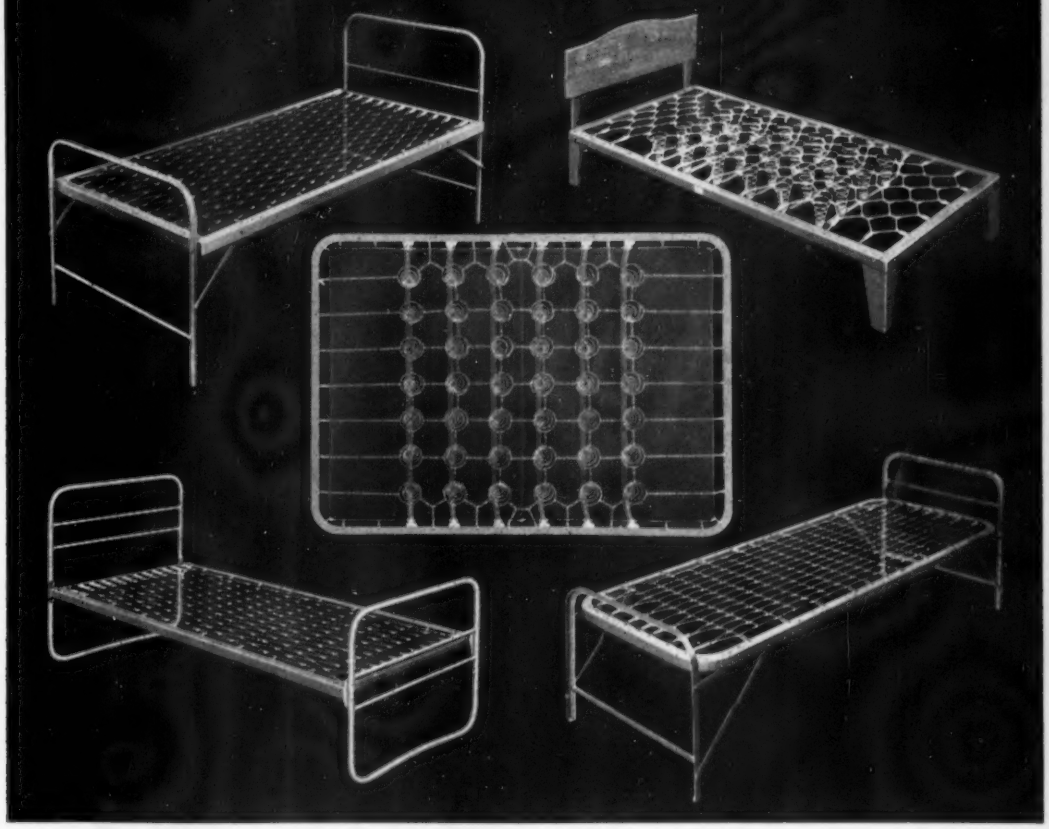

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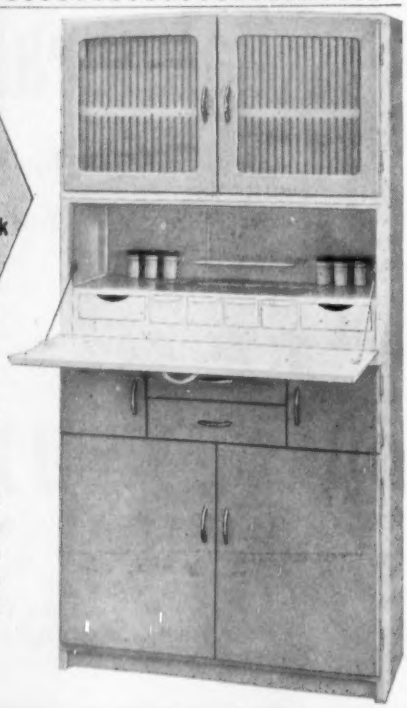

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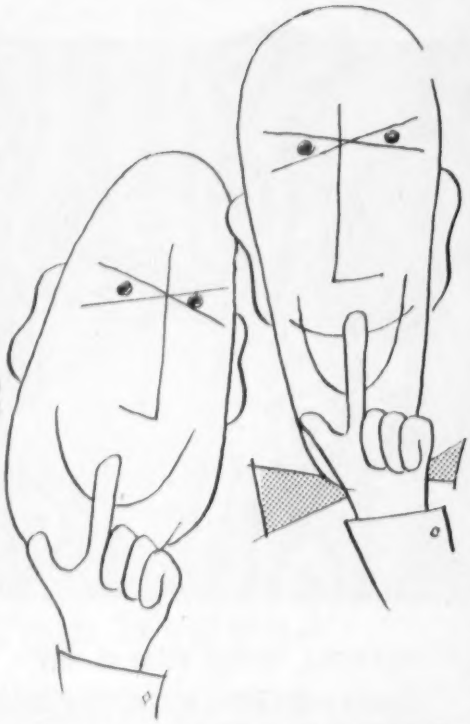

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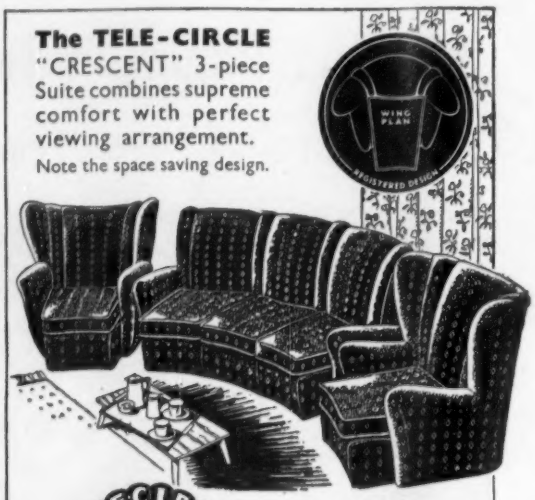

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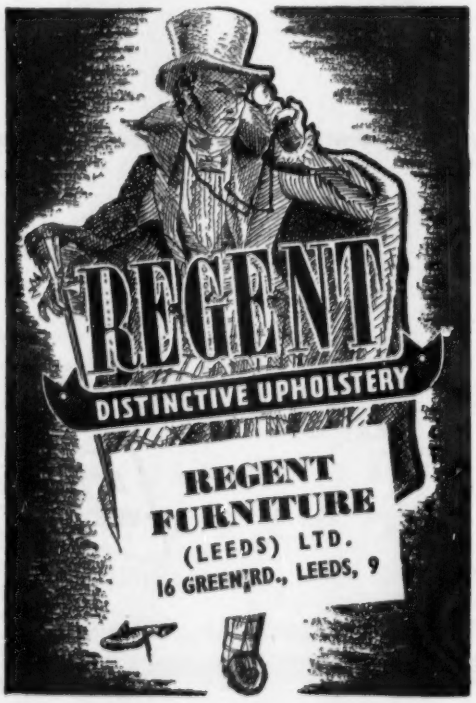

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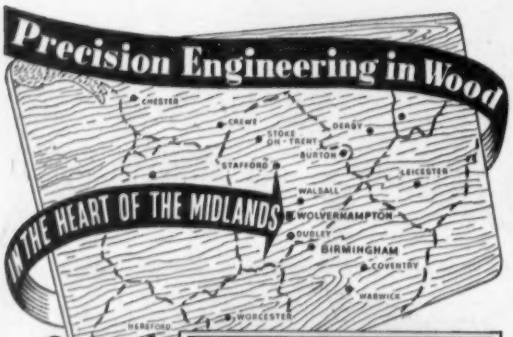

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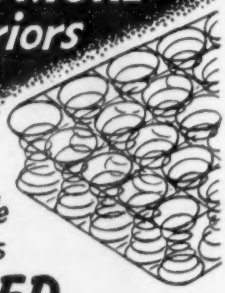

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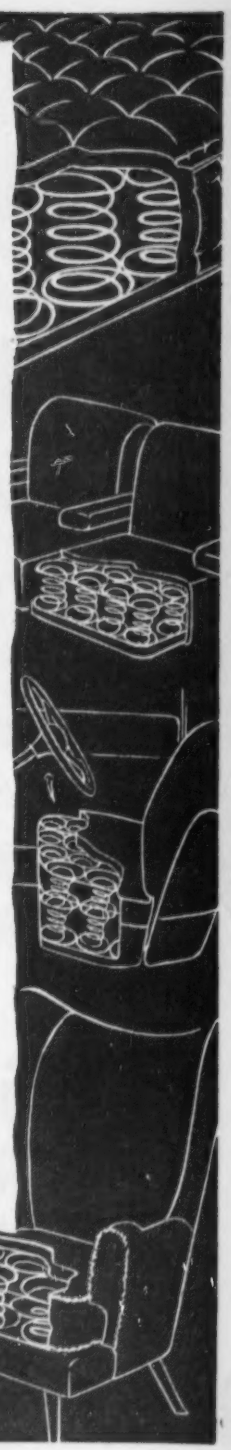

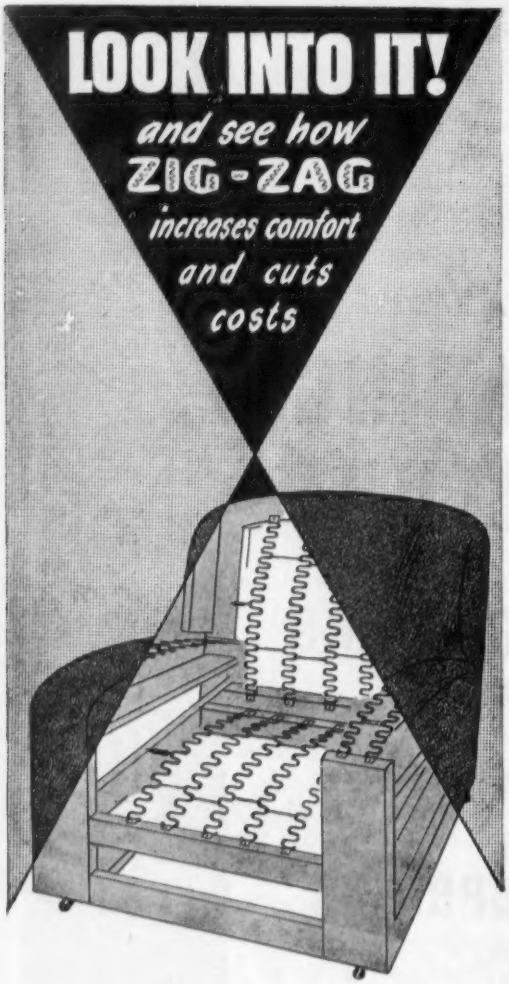

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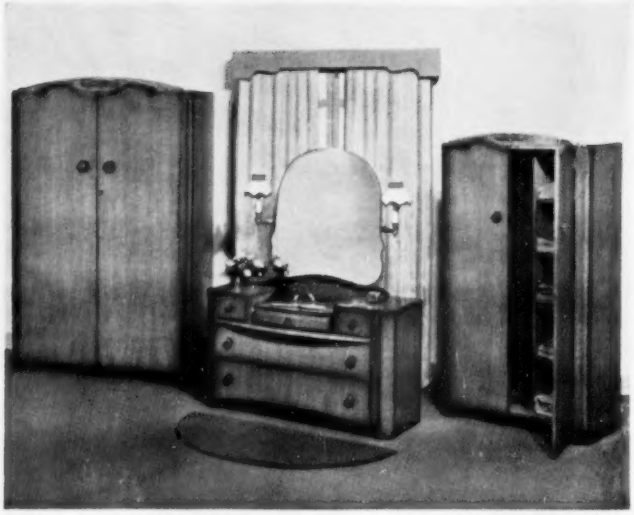

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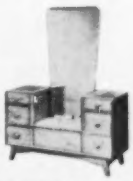

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27th to 30th SEPT.	**LEEDS**	THE PRIESTLEY HALL SCHOOLROOM CITY SQUARE MR. T. SMITH IN ATTENDANCE
13th to 16th SEPT.	**LINCOLN**	THE GRAND HOTEL MR. S. STONE IN ATTENDANCE
13th to 17th SEPT.	**MANCHESTER**	THE NEW MILLGATE HOTEL LONG MILLGATE MR. P. TWEEDALE IN ATTENDANCE
20th to 23rd SEPT.	**NEWCASTLE**	THE IMPERIAL HOTEL JESMOND ROAD MR. T. SMITH IN ATTENDANCE
9th and 10th SEPT.	**PLYMOUTH**	THE LOCKYER HALL Y.W.C.A. LOCKYER STREET MR. P. R. COTTRILL IN ATTENDANCE
27th SEPT.-1st OCT.	**SOUTHSEA**	THE ROYAL BEACH HOTEL MR. H. PEACE IN ATTENDANCE

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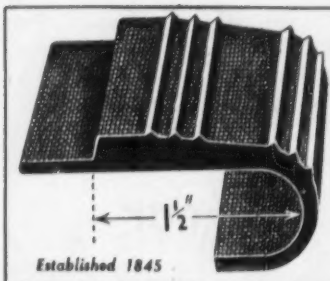

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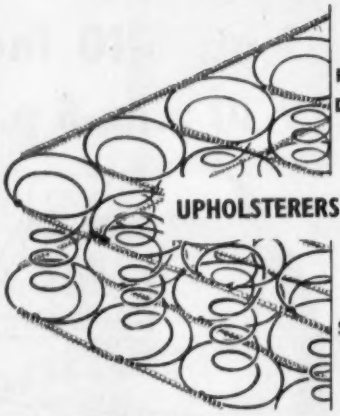

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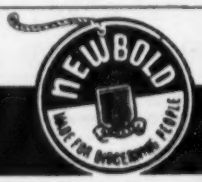

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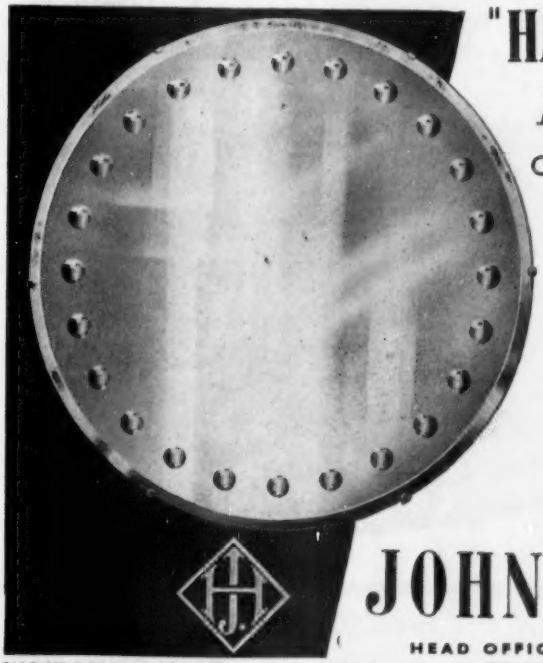

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Vol. XXXVII. No. 709 AUGUST 27, 1954

Furnishing World

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HP Finance Control Relaxed

WHEN the down-payment-and-repayment-period restrictions were removed on July 13 from TV, radio and household appliances, bringing these goods into line with the terms already applicable to furniture and furnishings, the only deterrent to "all-out" competition between the furnishing and domestic equipment industries was the Chancellor's decision to continue restriction of the money that would be available, through trusts and banks, to finance hire purchase agreements.

This decision has now been reversed. And the result may be such an intensification of trading that, according to one source, there may be a famine in lower-priced TV sets by October.

Mr. Butler has relaxed his rigid ban on the raising of new capital by hire-purchase firms.

In a letter to the Capital Issues Committee, which considers all such applications, he says that current circumstances do not seem appropriate to operate the control.

The Chancellor asks the Committee to treat requests from companies wishing to raise more capital to finance the growth of hire purchase business on their merits having regard to the purposes for which the money is needed.

Consent to issues likely to lead to an **excessive** expansion in consumer credit must be avoided.

[See "Viewpoint," page 36]

Mr. Isaac Wolfson, G.U.S. chairman. (Story below.)

G.U.S. OFFER £877,000 FOR STORE

THE bid of Great Universal Stores for the Peckham furnishing and drapery business of Jones & Higgins, Ltd., is now disclosed as a cash offer of 90s. for each of the 195,000 £1 Ordinary shares.

In other words, Mr. Isaac Wolfson is willing to pay £877,500 for this famous S.E. London business, provided 90 per cent of the Ordinary shareholders (or such less number as the G.U.S. board may decide to take) agree to sell.

In announcing this, G.U.S. refers to the proposed sale of part of the Jones & Higgins assets and a scheme to be submitted to shareholders of that company on September 9 next.

G.U.S. states that in view of the publicity given to the property sale and scheme, and to the fact that the name of G.U.S. has been associated with an offer to purchase the shares it wishes to make known the following facts:—

"On April 9, 1954, G.U.S. approached the Board of Jones & Higgins with a proposal that they should make an offer to acquire the Ordinary shares in that company in exchange for the issue to the shareholders of one 'A' Ordinary share of 5s. credited as fully paid in G.U.S. for each £1 share in Jones & Higgins sold.

"At the time that proposal was put forward the Ordinary shares of Jones & Higgins were quoted on the Stock Exchange at around 42s. and the 'A' Ordinary stock units of 5s. each of G.U.S. were quoted at around 75s.

"On June 14, 1954, the offer was finally rejected by the Board of Jones & Higgins.

"During the course of the negotiations G.U.S. offered continuity of management and assurances were given that the business would be carried on as heretofore and expanded."

The announcement adds that the formal cash offer will be made as soon as possible.

£15,000 Bedding Fire

THE five-storey factory premises of Bruce Bros. (Bedding), Ltd., Wheat Street, Leicester, suffered damage estimated at £15,000 when fire broke out last Thursday. The roof was completely destroyed. It started in the carding department where quantities of cotton and wool flocking and other raw materials were stored, and within minutes flames reached to 15 feet.

Mr. J. E. Brabbs, managing director, said that the firm was at the height of its busy season. New stock had just arrived, and although they had other premises there was now insufficient stock to keep them going.

The works manager, Mr. P. J. Brady, estimated that production would be brought to a standstill for at least a fortnight, and there were bound to be orders which could not be met. Many offers of help had been made by manufacturers.

"Furniture Wood Prices Now Stable"

Danger of Higher Plywood Costs

THE annual report of Denny, Mott & Dickson, timber importers, says :—

In the first six months of the year under review there was a steady fall in prices and in the second six months the removal of consumption licences for softwoods, referred to above, reduced the demand for soft hardwoods with the result that the total volume of hardwoods consumed in this country during the year was much less than for previous years.

In addition, more hardwood mills came into operation in the producing countries, so that, on the whole, it has been an extremely difficult year in this market. On the other hand, the main consuming trades regularly using hardwoods have continued to demand reasonable quantities, which has prevented a more serious decline in prices.

Values seem now to be adjusted with fair stability at the new but lower levels and the demand for the first three months of this financial year shows some improvement.

Plywood Situation

As from March 1, 1954, open individual licences were granted for the import of plywood from all countries with the exception of the dollar areas. This, coupled with the fact that the whole of the national stock has been disposed of to the trade, has at last enabled us to throw off the shackles of Government restrictions.

Unfortunately, this freedom was granted at a time when stocks in this country were low and the buying which has taken place since the restrictions were removed has tended to harden prices, but now that stocks in the country have improved and the supply can meet the demand it is hoped there will be no further increase in price, otherwise the use of alternative materials may be encouraged.

"Free" Imports of Cotton Waste

THE Board of Trade announce that from September 1, 1954, cotton waste (unmanufactured) can be imported from any country under Open General Licence (that is without the need to obtain a separate import licence).

Further details are given in Notices to Importers Nos. 673 and 674, dated August 18, 1954, and issued by the Import Licensing Branch, Board of Trade, 43 Marsham Street, London, S.W.1.

Textile Chiefs Meet Peter Thorneycroft

Picture shows Mr. Thorneycroft, President of the Board of Trade, with a number of cotton trade leaders. Left to right: seated, Mr. W. T. Winterbottom; Mr. H. E. Pardoe, President, Manchester Chamber of Commerce; Mr. Thorneycroft; Col. J. D. Riddick, Chairman of the Household Textiles Association. Standing, Mr. E. W. Cockcroft, President of the Cotton Spinners and Manufacturers' Associations; Sir Raymond Streat, Chairman of the Cotton Board; Mr. N. G. McCullock, Chairman, Textile Finishing Trades Association; Mr. J. F. Simpson, Chairman, Cotton and Rayon Merchants' Association; Mr. A. J. C. Walters, Director, British Man-Made Fibres Federation; Mr. J. A. Hat, Board of Trade. *(Story page 36.)*

Deaths in the Trade

Mr. E. Thurtle

The death is announced at the age of 69 of Mr. Ernest Thurtle, for many years Labour M.P. for Shoreditch, and since 1950 Member for Shoreditch and Finsbury. He will be remembered by the furniture trade for the part he played in the Working Masters' Association, from the time of its inception until its amalgamation last year with the London and South-Eastern Furniture Manufacturers' Association. He was vice-president of the W.M.A. for many years.

* * *

Mr. E. W. Lewiston

We regret to announce the death of Mr. E. W. Lewiston, founder of Lewiston's of 93-95 High Street and 7 Blackhorse Road, Walthamstow. He died on Tuesday at the age of 87. Mr. Lewiston retired eight years ago from the firm which he founded in 1919 and which is now under the control of Mr. Arthur and Mr. Albert Lewiston, his sons.

* * *

Mrs. M. J. Thomson

The death has occurred of Mrs. Muriel Jane Thomson, wife of Mr. Alexander Thomson, managing director of Alexander Thomson (Furnishers), Ltd., house furnishers, Park Road, Peterborough. Mrs. Thomson died suddenly at her home last Thursday.

* * *

Mr. J. Hanson

The death is announced of Mr. James Hanson, who was for fifteen years works manager for T. & A. Naylor, carpet manufacturers, Kidderminster. Mr. Hanson left that company in 1937 and went to Ireland where he started a carpet manufacturing company, the Ulster Carpet Mills, Ltd., at Portadown. He ran this for about two years, and then came to Liversedge as works manager to T. Cooke, Son & Co., Ltd., carpet manufacturers, Spen Valley Works, where he remained until his retirement in 1946. He was 70.

* * *

Mr. J. A. Ayres

Mr J. A. Ayres, East London and East Anglian representative of Wilkes Berger Engineering Co., Ltd., died last Saturday, age 45. Known by all his business friends as "Jimmy," he had been connected with the firm for 25 years.

John Ferrie Hodge, a retired cabinet maker and upholsterer of Forsyth Street, Greenock, left £16,777.

Wycombe Firm Bought By Southall Makers

W. Keen To Go Over To Office Furniture

ONE of High Wycombe's oldest furniture firms, William Keen's of West End Road, High Wycombe, has been purchased by a London firm, Abbott Bros., of Southall.

Production is being continued, with the retention of all the existing High Wycombe staff and without a change in the name of the firm, **but after adaptation of the premises production will be switched from the former management's range of chairs, dining sets, firesides and cabinets, to office furniture.**

Abbott Bros., established in 1872, hope to carry out a number of improvements to the Wycombe factory to facilitate production.

Mr. J. H. Haffenden is continuing as production manager.

William Keen's was established in 1860 by the late Mr. William Keen, who also had premises in Scrutton Street, London, for many years.

He was succeeded in the management by his son, Mr. William Keen, jun., who rebuilt the present factory at West End Road, High Wycombe, after a disastrous fire had gutted the original factory.

Since his death in 1939 the business has been controlled by trustees. The disposal of the business has been negotiated by the surviving trustees, Alderman C. W. Lance, of High Wycombe, and Miss Florence Keen, granddaughter of the founder of the firm, who has been actively associated with the firm herself for many years.

Miss Keen is retiring now after relinquishing interest in the business.

Bad Summer Is Causing Record Furniture Sales

THIS wettest. dullest summer in memory may bring an autumn boom to the furniture industry, manufacturers in the High Wycombe area believe.

Buckinghamshire furniture retailers have reported record sales during the first three weeks of August—normally their slackest period of the year.

Retailers believe many people curtailed or cancelled their summer holidays and decided instead to invest their savings in new furniture for their homes.

One furnisher said two customers, each spending nearly £100 on bedroom furniture during holiday week, explained that they were spending the money on the home instead of going for a holiday in the rain!

And in High Wycombe factories the improving demand for domestic furniture of all types has already been felt.

Most firms are back to capacity production again after the holiday and some are working ten hours a day and Saturday mornings as well to try to catch up with their delivery commitments.

The flow of orders after the holiday break has generally exceeded the most optimistic expectation.

"Busy till Christmas" is now the confident forecast of some firms.

Co-op. 15 pc Wage Claim Fails

AN application for a 15 per cent wage increase for about 220,000 workers in the co-operative retail distributive trades was rejected by the co-operative societies' representatives at a meeting of the National Co-operative Wages Board in London last week. The discussions lasted five hours.

Alternative proposals had been put forward by the Societies which the unions' representatives were unable to accept.

These proposals will now be considered by the executives of the unions concerned, and a further meeting of the Board will be held on September 21.

Plummer Roddis, Kennards To Re-Equip

THE directors of Plummer Roddis, Ltd. (subsidiary of Debenhams) announce that rebuilding of war-damaged premises can now be proceeded with and a programme of modernisation and re-equipment of showrooms continued.

A similar programme is announced by the directors of the company's subsidiary, Kennards, Ltd. The two boards recommend that sums from exceptional credits be used to create a store maintenance reserve—£60,000 (Plummer Roddis) and £40,000 (Kennards). (*See City News pages.*)

New Page-Size For 'Furnishing World'

Improved Services For Readers And Advertisers

WITH the first issue in January next, FURNISHING WORLD will appear in a bigger page-size. The new size will measure 11 in. deep by 8½ in. wide and will for the first time provide our industry with a weekly trade journal in the standard size and format recommended by the Incorporated Society of British Advertisers.

● **Readers and advertisers alike will benefit from the increased area for displaying editorial and advertising pages. The opportunity will be taken not only to improve still further the comprehensive news coverage of every section of the furniture and furnishing trades—but also to add new features for the benefit of the retailer in to-day's prosperous but competitive trading conditions.**

● **For advertisers FURNISHING WORLD'S new format will permit larger illustrations, clearer photographs, more room for well-displayed sales messages, giving still greater pulling-power and publicity for the products advertised. The regular art supplement will provide really superb facilities for first-class reproduction unequalled in any similar journal.**

● **A new scale of space charges will be brought into effect with the page size increase, but advertisers who place orders before the New Year will enjoy the benefit and substantial saving afforded in the present rates, plus, of course, the usual discounts for series insertions.**

● **More details of the WORLD'S new 1955 services and features will appear in this column from time to time.**

Scots Firm Taken Over By Court Bros

THE well-known Hamilton firm of house furnishers, The House of Johnston, Ltd., Cadzow Street, Hamilton, has changed hands. New owners are Court Brothers (Furnishers), Ltd., a London company with headquarters at 4 Curzon Place, London, W.1.

The House of Johnston has been owned and administered by the Johnston family for more than 80 years and occupies floor space of 22,000 square feet.

The Textile House has opened premises at Gorbal Street, Gorbal Cross, Glasgow, handling household textiles, soft furnishings and fabrics.

Overseas Sales Opportunities

IRAQ: Hospital Beds

THE Government of Iraq, Central Foreign Purchasing Board, Bagdad, are calling for tenders for the supply of 1,000 hospital bedsteads, white, three pieces. The weight should not be less than 35 kg., size 6 ft. 6 in. x 2 ft. 6 in. Galvanised mesh with 16 springs each end; 1 in. bows, ⅞ in. filling, 1½ in. steel welded tube in frame, the height of the seat 24 in., the height from floor head end must be 3 ft. 5 in., the height from floor feet end must be 2 ft. 8 in.

The closing date for the receipt of tenders is October 1, 1954.

A copy of the tender documents including specifications and conditions of contract is obtainable from Export Services Branch, Board of Trade, Room 805, Lacon House, Theobalds Road, W.C.1, quoting reference ESB/19930/54.

* * *

S. AFRICA: Floorcoverings

THE South African Tender and Supplies Board is calling for tenders (No. SO 2188/54) for the supply of floorcovering, glazed, heavy duty, "Mastipave" or equal, 36 in. wide in rolls of 90 feet as follows: 24,000 yards red; 100 yards black.

Tenders are also invited for linoleum ("Battleship" or equal) in rolls of 90 feet, brown, as follows: 600 feet, 4.5 mm. x 3 ft.; 4,000 feet, 4.5 mm. x 6 ft.; 150 feet, 6.0 mm. x 3 ft.; 1,800 feet, 6.0 mm. x 6 ft.

The articles are required during the period October 1, 1954, to September 30, 1955, and supplies will be drawn as required.

The closing date for receipt of tenders is September 9, 1954.

A copy of the tender documents, including specifications and conditions of contract, may be obtained from Board of Trade, Export Services Branch, Room 805, Lacon House, Theobalds Road, W.C.1, quoting reference ESB/19937/54.

Caris Ltd.

We are informed by Caris, Ltd., that the address in their company registration published last week was incorrect. The firm's registered address is 10 Carlton Terrace, Gateshead, 9, and their main activity will be to serve as agents for the import, export and sales of yarns.

Smethwick Town Council has given permission to Dale, Forty & Co., Ltd., to build new premises at 94 Cape Hill, Smethwick.

Scottish Classes On Furnishing

Mr. Robert Frost, chairman of the House Furnishers' Association of South-East Scotland (the organisation was formerly known as the Edinburgh and South-East Scotland Master Cabinetmakers' Association) announces that plans are in hand for the winter session of Evening Classes with lectures and discussions on "Furnishing The Home."

A series of lectures is to be started on September 23, when Mr. C. A. Lee, A. H. Lee & Sons, Birkenhead, will address members, their young salesmen, and other employees on the subject of tapestries.

Tickets, which are free, may be obtained from the Association at 25 Charlotte Square, Edinburgh, 2.

Newcastle F.T.B.A.'s New Record

At the annual general meeting of the Newcastle-on-Tyne and Northern Area, F.T.B.A., Mr. M. Barker, secretary and treasurer, reviewed the financial results for the year ending June 30, and announced that the year had been the most successful ever known in the area. A total sum of £1,447 was raised, and this amount had already been sent to headquarters in London. This figure exceeds last year's record of £1,150.

The following officers were elected for the coming year: Area president, Mr. D. D. Cohen; chairman, Mr. R. H. Smith; vice-chairman, Mr. H. Hall; secretary and treasurer, Mr. M. Barker; assistant secretary and treasurer, Mr. H. Fox.

(*See also "Personally Speaking."*)

Furnishers' Man Gets T.U.C. Gold Medal

Picture shows Mr. Matt Jones receiving the book from the Mayor of West Bromwich.

MR. MATT JONES, aged 65, has been presented with a book, The Challenge of Socialism, by the West Bromwich Trades Council in reoognition of the fact that he has been nominated to receive the T.U.C.'s men's gold medal this year.

Mr. Jones, who works in the furnishing department ot the Birmingham Co-operative Society's store in High Street, Birmingham, received the book from the Mayor of West Bromwich, Alderman Frank Fisher. Mr. Jones is honorary secretary of the West Bromwich branch of the Union of Shop, Distributive and Allied Workers.

Restaurant To Be Store

Kimbell's restaurant in Chichester, the centre for the city's social and civic functions, has been sold to John Perring & Co., Ltd., for a furnishing store.

Giant Tapestry For P & O Liner

THE largest tapestry to be made in Britain for nearly forty years—it measures twelve feet by six feet—has been cut from its loom in the Golden Targe Studio, Chester Street, Edinburgh. Made by well-known weaver Ronald Cruickshank, the tapestry will hang as the central feature in the main lounge of the new P. & O. liner "Iberia."

A former apprentice to one of the experts trained by William Morris, and former master artist-weaver at the Dovecote Tapestry Studio, Corstorphine, Edinburgh, Mr. Cruickshank told *Furnishing World* that he was pleased with his work. He explained that only the section being worked on was visible during the weaving.

The tapestry contains 25 specially dyed colours, and has taken five months to make.

Another large tapestry, which will eventually hang in a villa in Florence, is Mr. Cruckshank's next task. He is experimenting in the use of artificial fibres.

In the Dovecote Studio work is being carried out on the huge tapestry planned for Coventry Cathedral. Measuring 90 feet by 60 feet, it will take ten years to complete, say the manufacturers.

Results Of F.D.C. Research On Furniture Problems

Joints And Moisture Content

REPORTS on three projects recently undertaken by the research department of the Furniture Development Council are now available from the Council's Technical Information Service. Subjects of the research work were dowel joints in end grain and turned-pin joints between legs and cabinet frames.

Since its former work on performance tests is now virtually ended, the F.D.C. research department is devoting its time almost exclusively to basic research dealing with questions of construction, manufacture and use of furniture.

Two of the three reports are concerned with dowel joints. One is on the effect of moisture content and the other on the effect of depth of insertion of the dowel on joint strength.

Both these reports describe part of the work on joints, which is, in turn, a section of the programme on structures research. General policy of this programme is to find means of economising in the use of materials.

Other work being carried out on joints, which the F.D.C. say they hope to publish at a later date, includes tests on mortise and tenon joints and dowel joints of various sizes, and some further work on moisture content.

Summaries of the three reports published now will appear in the next issue of the F.D.C. Technical Bulletin, which, like the reports themselves, is available on application by registered firms.

Not Final Answers

Although it had originally been intended to use these reports merely as records of preliminary experimental work, on completion of the tests the F.D.C. decided that the results were of sufficient interest for publication. They also serve to keep the industry informed of the progress of the council's work.

It is emphasised that these reports do not give the final answers, but contribute to the final pattern when the work on joints is complete. As is usual with research reports, they set out the nature and conditions of the tests, and the results achieved, but do not attempt to draw a general conclusion.

On the other hand, if deductions are to be drawn from the results, it appears that neither moisture content nor the length of insertion of dowel joints has as much bearing on joint strength as had previously been believed.

When drawing up the reports the method has been to set out the procedure and conclusions as concisely as possible, with the detailed report in appendices. Thus it is possible to assimilate the information without sifting through the detailed technical steps of the research.

Other work being carried on by the research department is concerned with the properties of chipboard, methods of upholstering, finishing, and so on. These are largely the result of enquiries from manufacturers.

In the more general and basic work on structures, the distribution of the loads in carcases is being studied, the F.D.C. state, by both mathematical analysis and experimental measurements.

Stresses And Strains

This work is intended to lead to a more exact knowledge of the stresses and strains developed in carcase furniture, so that timber may be used in the most economical way in its construction. The project is complex and results will take longer to achieve, but progress so far, it is said, has been encouraging.

On the upholstery side the first steps have been decided and some preliminary work begun. With the appointment of a new member of the staff progress should be faster. The distribution of pressure between a sitter and a seat is being studied.

This project can be described as basic, and comparable to the work on carcases.

In general the work being carried out, the F.D.C. claim, although largely of a preliminary nature to date, shows promise of yielding valuable information.

Of the three reports now published, one—the effect of moisture content on the resistance to withdrawal of a dowel inserted in end grain—is by a research student, Mr. R. H. Brown. The other two reports are by the department's staff.

A Royal Case From Kent

When the Queen launched the s.s. "Southern Cross" at Belfast last week she was presented with a case containing two gold salvers. The case was designed and made by Mr. J. H. Easden (seen in the picture), the furniture designer and maker of Royal Parade, Chislehurst, Kent. It is of Cuban mahogany, with panel and quartered curls and box wood lines (incorporating the Royal Cypher in gold). The interior is lined with red pan velvet and white satin.

Eastern Carpet Stores

It is announced that Eastern Carpet Stores have admitted Eastern Carpet Stores & Partners Ltd., of 92 Gray's Inn Road, W.C.1, a company with a nominal capital of £25,000, as a partner in the firm. The partnership business will be carried on as previously at 22 and 24 Turnpike Lane, London, N.8, and branches.

Bigger Bedding Show

Lewis's, Ltd., of Argyle Street, Glasgow, have increased their beds and bedding departments following a reorganisation of that floor and the transfer of another department. The space so released has been used to give bedding a double gangway presentation so that merchandise can be shown to better advantage and in greater volume even than before.

Tibor Fabrics, Stratford-on-Avon, supplied the seat coverings for Glasgow's newest cinema, the Classic News Theatre in Renfield Street. Wylie & Lochhead, Ltd., Glasgow, are sole distributors in Scotland.

Brentford Three-Part Extension

EXPANSION of their business by P. Goddard & Sons, Ltd., furnishers, High Street, Brentford, Middlesex, includes the opening of a showroom extension adjoining their main premises and the addition of a separate nursery furnishing shop.

The extension, taking in premises at 278-279 High Street, provides a 35 foot by 25 foot showroom for the display of dining sets, bedroom suites, fireside chairs and floorcoverings, plus additional stockrooms on two upper floors.

Nursery furniture and prams have now been transferred from the main showrooms to separate premises styled The Nursery Shop at 276 High Street.

Second-hand furniture, previously housed at the back of the furniture departments, is now accommodated in another shop at 274 High Street, two doors from the company's head office and showrooms.

The firm has other showroom premises for new furniture at 250-251 High Street, Brentford.

Speaking to a *Furnishing World* reporter, Mr. Stanley E. Goddard, managing director, said: "These latest developments have resulted in a general reorganisation of the various sections which now gives us more space to show a fuller range of new merchandise in four enlarged ground-level showrooms with three first-floor showrooms for bedroom furniture and two second-floor bedding areas."

Mr. Stanley E. Goddard (right) managing director of P. Goddard & Sons, Ltd., with Mr. Martin Galloway, manager.

Buying is conducted jointly by Mr. Stanley E. Goddard and Mr. Martin Galloway, manager.

Other directors of this private family enterprise are Mr. W. J. Goddard and Mr. Percy Goddard, founder of the business who, at the age of 81, still takes an active interest in the firm's affairs.

The new extension which adjoins the main premises of P. Goddard & Sons, Ltd., furnishers, High Street, Brentford, Middlesex.

Furnishers Want Ulster HP Act Changed

The Northern Ireland Retail House Furnishers' Association has decided to advise the Minister of Commerce that the Government should amend the Hire Purchase Act (N.I.) 1940, to make it uniform with the English Hire Purchase Act, 1954.

Mr. J. B. Glover, chairman of the Association, said that until this year the provisions in England and Northern Ireland had been identical, save for some differences in court procedure.

If the law in Ulster was going to be materially different from the law in Great Britain, Mr. Glover foresaw confusion and difficulty in the Northern Ireland trade.

LATE CITY NEWS

(See also pages 97 and 98)

Beautility's Big Profit

NET PROFIT for **Beautility Furniture** after tax of £202,264 against £159,764, is up from £105,198 to £121,563. Profits, before tax, have improved from £264,962 to £323,827. The board maintain the final dividend at 25 per cent, which brings up the total to 40 per cent, the rate which has been in force since 1947. It is announced that C.I.C. permission has been obtained for a one-for-one scrip issue.

* * *

A.V.P. Losses

For the year to March 31 the **A.V.P. Group** reports a trading loss, after charging depreciation, of £184,695, against the preceding year's loss of £164,031.

After allowing for £36,000 provision for losses on realisation of stocks, bank and Debenture interest, etc., the total debit for the year works out at £255,041, against a comparable debit for 1952-53 of £195,287.

These results increase the debit balance on profit and loss account from £194,576 to £449,617.

The directors explain that the concentration outlined a year ago has been going on but has proved more costly and has taken longer than was expected. They state that the schemes then contemplated are now complete.

* * *

Dividend Doubled

Tyne Plywood (Holdings) which is controlled by Great Universal Stores, is doubling its dividend from 50 per cent to 100 per cent.

Trading profit is up from £691,178 to £758,109.

To Open in Blackpool

A branch of the big multiple furniture firm, Brown Bros. & Taylor, will soon be opened at Blackpool, where the Tatler News Theatre, Church Street, has been sold by Fylde Cinemas, Ltd., to this firm, who will take over before the end of September.

New Branch For Hardy's

Hardy & Co. (Furnishers), Ltd., Clayton Street, Newcastle-on-Tyne, are proceeding with plans to convert into new branch furniture showrooms the former public baths and washhouses in Saville Street and Church Way, North Shields.

Future Of P. E. Gane, Bristol

Voluntary Liquidation Recommended

ONE of Bristol's oldest established furnishing houses, P. E. Gane, Ltd., is likely to close.

The directors are to recommend that the company goes into voluntary liquidation. A resolution to this effect will be put to shareholders at the end of the month.

The firm was founded in 1824 by Mr. Henry Trapnell. Branches of the company were opened in 1883 at Newport and Cardiff. Proprietorship was assumed by Mr. Endres Gane in 1895 after becoming partner to Mr. Caleb Trapnell in 1880. Mr. Gane became chairman and managing director of the limited company which was formed in 1911. Mr. Crofton Gane and Mr. Leslie Gane later became directors.

As specialists in furnishing temporary buildings for royalty, the firm once claimed it could convert a grain shed into a small regal mansion within a few days. This was actually achieved at Avonmouth Docks on one occasion.

It is stated that contributory causes to the present decision include the destruction of the main premises in 1940 by enemy action, the rise of mass produced furniture, and the Utility scheme which limited the firm's main service—the supply of craftsman-made high-class house furnishings.

The loss of the main premises necessitated dispersal into five separate premises and resultant higher overhead charges. A booklet describing the history of the company is to be published shortly, and will be sent to applicants writing to the firm.

Consumers' Council To Be Set Up

DEVELOPMENT of direct interest to the ordinary shopper is foreshadowed in an announcement by the British Standards Institution that it is to set up a Consumer Advisory Council.

The Council is to be a source of information and advice—firstly to industry about the consumer's needs in relation to domestic and personal goods, and secondly to the public about the safeguards in the way of standards and other facilities available to them.

The Council will work in close touch through the established B.S.I. Committees, with the women's national organisations and with the industries producing consumer goods.

It will be required to make the enquiries necessary to present those industries with clear statements of consumer needs and wishes.

Those invited to serve on the Council will include men and women of standing and experience in the distributive trades, the social sciences and publicity, with an independent chairman. The names of the chairman and members of the Council will, it is hoped, be announced in a few weeks' time, together with fuller details of the Council's terms of reference and methods of operation.

Furnishing Help For Tragic Fire Victim

THE National Association of Retail Furnishers, West Midland area, has sent circulars to all its members, saying they might wish to contribute articles to help Mrs. Dorothy Betts furnish her new home.

Mrs. Betts, of Small Heath, Birmingham, lost her husband and five of her seven children when fire destroyed her home three weeks ago.

Her new home is in Hay Mills, provided by the Corporation, and already one firm, Abbotts of Lozells, has offered a bed and overlay, a dressing table, and a child's cot and overlay.

Cromwells (Furnishers), Ltd., 30-44 Cuthbert Street, South Shields, are to convert the Dorset Café, Ocean Road, South Shields, into new furniture showrooms at an estimated cost of £6,000.

News From The Sales Side

A. A. Rumsey has been appointed sole representative in the London area for Luxury Upholstery, Ltd., for their "Oxer-Designed Upholstery."

☆ ☆

BECAUSE of the unfortunate continued ill-health of **K. Rushton,** Philips television and radio sales representation in the Wiltshire area and part of Gloucestershire and Somerset has been taken over by **L. W. Bryant.** Mr. Bryant, who joined the Philips organisation in 1935, was formerly assistant to the manager, television and radio division, London area.

☆ ☆

WELL-KNOWN agent for furniture manufacturers, **Leslie E. Berlyn,** asks me to tell his friends that his new address is 44 Festing Grove, Southsea.

☆ ☆

A NOTE from William Pickles & Co., Ltd., manufacturers of furnishing fabrics, tells me that **Ernest Wilson,** sales and advertising director of the William Pickles Group, has taken over the management of the London office and can be contacted at 73 Basinghall Street. Mr. **Wallace** has been appointed manager of the shipping department at the London office.

☆ ☆

A NOTE from D. M. Davies of Slough, Ltd., tells me that **E. J. Warren** of 5 Clement Place, Barry, Glam, has been appointed to cover the South Wales territory for them.

FURNITURE PAY UP ½d. AN HOUR

THE index figure of the Interim Index to Retail Prices published by the Ministry of Labour during the month of August was 145.

Notice is therefore given that the supplementary cost-of-living allowances payable in accordance with the cost-of-living sliding scale, set out in the National Labour Agreement for the Furniture Manufacturing Trade, will be from the beginning of the first full pay week in October, 1954, 10½d. per hour for adult male workers, 7d. per hour for adult women workers and proportionately for male and female juveniles, in accordance with the percentage by age scales set out in the National Agreement.

The schedule giving full details of the supplementary cost-of-living allowances payable to all classes of workers will be published shortly.

Viewpoint

WHAT will be the effect of the Chancellor of the Exchequer's action in relaxing the control of finance for hire purchase transactions?

In the first place it will be a considerable help to smaller family furnishing businesses. These independent retailers will be able to get whatever money they need to finance their H.P. agreements. This in turn will help them to compete with the big multiple groups which of course have always financed their own trading.

★★ To some degree the Chancellor's action may be a blow to the many small finance houses that have been formed in considerable numbers during the last few months; for the retail furnisher will now be able to go to his own bank and borrow at 4½ per cent as against the, say, 9 per cent charged by finance companies.

In this connection however it must be stressed that the 9 per cent referred to includes the whole of the work of the transaction, the booking, the collection of payments and so on, and the retailer will not be saving anything like 4½ per cent if he goes direct to his bank.

★★ The Hire Purchase Trade Association is very pleased with the new relaxation. Ever since the announcement was made in July that restrictions on deposits and length of agreements had been abolished the Association has been urging that it was only logical that, at the same time, the restrictions on the provision of capital for such transactions should also be rescinded. *But, while welcoming the Chancellor's action, the H.P.T.A. hopes that this is only one step towards complete freedom.*

★★ But whether this is so or not, there is no doubt that MR. BUTLER'S action will have the effect of intensifying to a considerable extent the keen competition in H.P. business—and particularly the battle between the furnishing and other trades for their shares of the public's spending money.

UNFAIR TRADING

HERE comes another—and timely—attack on hawkers who hire church halls and other public buildings to hold one-day sales of carpets. It comes from MR. B. T. TANSLEY, Chairman of Smethwick Chamber of Trade and a well-known local retailer.

Mr. Tansley dubs these hawkers as "unfair traders." He says that customers are definitely getting no advantage whatever from their purchases. On the other hand he says:

"People who are buying these carpets are finding them of very poor quality. But they cannot do anything about it once they have purchased the articles. *In nine cases out of ten the customer is getting a raw deal.*"

These facts should be driven home strongly to the owners of public halls in every part of the country where such sales are held.

★★ Such action can be effective. We ourselves some time ago made representations to a Surrey Council that was leasing its Community Centre for one-day carpet sales. Our representations had the result of all future sales of this type being stopped.

Equipping A Liner

The bulk of the decorative plywood used in the furnishing of the 20,000-ton Shaw Savill passenger liner "Southern Cross," recently launched by the Queen at Belfast, has been manufactured by Baker's of Wycombe, Ltd., at their factory at Cressex, High Wycombe.

The liner is the first big ship of its kind to be fitted with Baker's new laminated plastic faced ply.

Readers' Viewpoint

"Looking For K-Mark"

The Editor,
"Furnishing World."

SIR,—Many of your readers will no doubt have been interested to see the article "Looking for the Kite-mark" in *The Times* last Friday.

Such comment, from such a quarter, on B.S.I. standards for consumer goods serves to underline the importance of trade support for those standards. It is encouraging to note that ". . . more people are asking to see the Kite-mark, particularly on furniture and bedding . . ." In this development an increasing part is being played by members of the furniture and bedding trades, as well as by the B.S.I. within the limits of its resources, and we may well look forward to even better things in the future.

Yours, etc.,
(Mrs.) F. H. SHEPHERD,
Assistant Secretary,
British Standards Institution.

Japan Copying Our Textiles

EXAMPLES of Japanese copying of British textile designs would be used to bring home the seriousness of the position to the Japanese Government, Mr. Peter Thorneycroft, President of the Board of Trade, said at Manchester last week.

He knew that the Japanese Government appreciated the need for something urgent to be done to stop the copying. The matter would be taken up in Tokyo by the British Ambassador.

After his two-day discussions with leaders of all sections of the textile industry, Mr. Thorneycroft, at a Press conference, dismissed talk of a crisis in Lancashire and said: "The unions are not talking in the language of a crisis. They see the problems as I see them."

India and Japan figured largely in the talks, he said. Indian restrictions on our textile exports were quite unfair and Britain would continue to press the case. The suggestion that we should impose quota restrictions against the import of Indian cloth raised grave issues. He hoped for a solution which would increase trade between the two countries.

Of Japanese competition, he said that we could not dictate what the Colonies would import, but what was worrying was the Japanese copying of our designs.

personally speaking...

NEWS OF PEOPLE YOU KNOW

MANAGER of the new soft furnishings shop of Jones & Tomlin at 90 Chapel Road, Worthing, is **Arthur Card.** He was previously with John Perring, Ltd.

☆ ☆

I SEE that **S. J. Rybczyk** is now with Amswych & Co., Ltd., London wholesalers of floorcoverings. He has joined the firm as a sales representative. It will be remembered that Mr. Rybczyk some time ago set up a factory in West Mersea for the hand-weaving of "Kelim" rugs in contemporary styles and colours.

☆ ☆

AT the recent annual general meeting of the Newcastle and Northern Area, F.T.B.A., **R. H. Smith,** the chairman, congratulated **D. D. Cohen** on his forthcoming marriage, and on behalf of the committee presented him with a silver cigarette box. Mr. Cohen (Simmon's Furniture Stores, Ltd.), who is area president, on behalf of the chairman and committee then presented a golf bag to **M. Barker,** secretary and treasurer of the Area, in appreciation of his hard work for the F.T.B.A. since the Area was established in 1936.

IT is learned that **C. Lorenzen,** of J. Gliksten & Son, Ltd., has been awarded the Timber Development Association Higher Certificate. To qualify for this he was required to submit a thesis of between 2,500 and 3,000 words and to sit for a three-hour theory paper on Timber Technology.

☆ ☆

NEWLY elected a Fellow of the Textile Institute is **Jack Cowburn,** chief designer at Associated Weavers, Ltd., of Bradford, the moquette and tapestry manufacturers. On the staff of the firm before the war, he returned as chief designer in June, 1952, after lecturing on cloth construction for three years at the Bradford Technical College. At the annual conference of the Textile Institute last year Mr. Cowburn read a paper on "Moquette Manufacture and Testing," and he has contributed papers on warp tapestry, moquette fabrics and Wilton carpets to various scientific journals. He became an Associate of the Institute in 1949.

A Smile with Betts

"And tell our Ideas Man that I want to see him immediately."

Success In Exam Finals

CONGRATULATIONS to **Kenneth Reid,** secretary of the Birmingham and West Midlands Furniture Manufacturers' Association, who has just heard that he has passed the final examinations of the Chartered Institute of Secretaries held in June. *(Picture above.)*

☆ ☆

NEWS reaches me that **Cyril Coleman** has been appointed a director of the old-established furnishing business of J. Graham (Furnishers), Ltd., and its sixteen associated companies. Mr. Coleman, who is a chartered accountant, joined the Graham Group as secretary in 1948 and is succeeded as secretary by **A. S. Hirst,** formerly the chief accountant.

☆ ☆

NEW appointments by the John Lewis Partnership include **G. Lee,** now manager of the china and glass departments of Bon Marché, and **J. Hall,** now manager of the electrical, mirrors and trays departments, Bon Marché, both in addition to their other responsibilities.

★ ★

I HEAR that **Clarence Parker** has been appointed a director of Whitworth & Mitchell, textile manufacturers and merchants.

★ ★

I HEAR that **F. J. Bravery,** managing director of Bravery & Sons, Ltd., furnishers, Seaford, Sussex, and his partner won the Bowls Pairs at the Eastbourne Tournament,

★ ★

THE Lewtin Coronation Prize for the best paper in Management Accountancy submitted by an Associate of the Institute of Cost and Works Accountants during the June Fellowship Examinations has been awarded to **Alan Crotty,** chief accountant of Harris Lebus, Ltd. Of the 80 candidates who sat for the examination only 14 passed.

Nomad

RETAIL SELLING PLANS

How To Get Full Cash Value From Do-It-Yourself Trend

ONE of the most interesting social trends since the war is the rapid growth among middle-class people of the Do-It-Yourself movement. This trend continues to develop in this country very much on the same lines as it has done in America. It began in the first place with house decoration: because it was impossible or expensive to get houses and flats decorated, more and more people began to carry out this work themselves. The majority, having found how much money could be saved in this way, have now acquired the habit of home-decorating.

From decorating it was a short step towards more fundamental work of carrying out structural repairs or improvements, and to-day Vogue's "House and Garden," the glossiest of the home magazines, publishes practical features on subjects such as cementing and bricklaying, the building of staircases and the construction of cupboards.

Lewis's Smallwares Section

While the paint-and-paper shops have not been slow to see the cash-value of this trend, few furnishers have yet seen the full possibilities of the new movement. It is interesting, therefore, to report news of a special do-it-yourself department opened in the Glasgow store of Lewis's, Ltd.

The east wing of the rebuilt second floor of the premises now houses an unusual Smallwares Section. This has been designed specifically to handle all the furnishing items needed by customers making and repairing their own curtains, pelmets, and loose covers.

A sales counter, also planned as a display unit, contains at one end more than thirty compartments for furnishing ironmongery. Each compartment is clearly marked with name of commodity and price. The counter also shows a range of fabric bindings, in special glass-fronted pockets, while at the same time allowing assistants the normal counter-top space for serving. Behind the counter are two fixtures with glass-fronted quick-service drawers. This recessed section is equipped with pegboard walls for the display of small items, illuminated from above by lighting fixed in a canopied top.

Another special feature of the new department is a separate section for window-blinds—a large trade is done in these in the city. Here is an ingenious system of stock bins, twelve in all, with wire-frame tops to allow the easy stacking of blinds in various sizes.

Whitewood Promotions

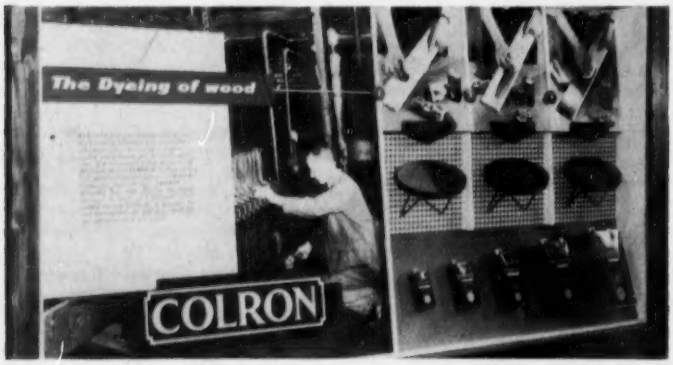
Another counter, located in the window-blind section, has a top specially designed to carry curtain rail. This is arranged in a series of long sections, according to size and type.

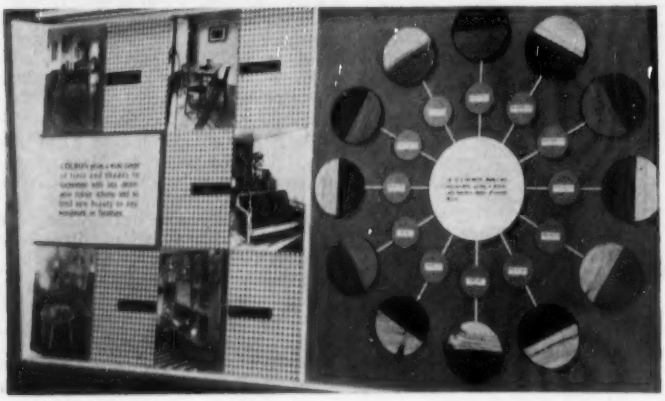
Both this and the smallwares counter have the advantages of giving the customer the opportunity of self-selection, and of making stock checks by staff a quick and easy process.

Another department of a home-furnishing store which lends itself very well to the Do-It-Yourself policy, is that for whitewood furniture. Whether the furniture is intended for kitchen or bedroom, there is plenty of scope for promotions demonstrating the attractive room-schemes which can be built around whitewood furniture, stained or painted at home.

Shown on this page are two panels which formed part of a recent exhibition at the Ronuk factory. One shows the same New Elizabethan table, bought unstained and then treated with three different colours of "Colron" wood dye. The other panel features modern room-settings together with a colour-wheel showing the twelve shades in which "Colron"

(*continued page* 41, *col.* 2)





Few people are able to visualise a semi-finished article in its final, finished state. The exhibition panel (above, left) recently used as part of a promotion for Ronuk products, shows a New Elizabethan table finished in different shades of wood-dye. The other panel (left) features the range of colours available, and the effects of their use in modern room-schemes.

How Your Spot-Displays Can Be Good Money-Spinners

MOST home furnishers are aware that their floor space is one of their most expensive items, measured in terms of rent or mortgage payments, rates, and general upkeep. For that reason, all retailers wish to get good value out of every inch of their showroom floor space.

The type of business being operated necessarily dictates the layout used, expensive, slow-turnover lines being given more "breathing space" than large quantities of low-priced, quick-turnover items. Whatever the type of business, however, there is plenty of scope for "spot" displays which feature seasonal lines, encourage impulse buying, and also act as advance publicity for large-scale displays or special exhibitions in another part of the store.

The small business can benefit equally with the large organisation by skilful use of corners, walls, staircases and landings, window-sills and aisles for these spot-displays. Ingenuity is more important here than expensive props, and the merchandise shown need only consist of one or two items taken from department stock.

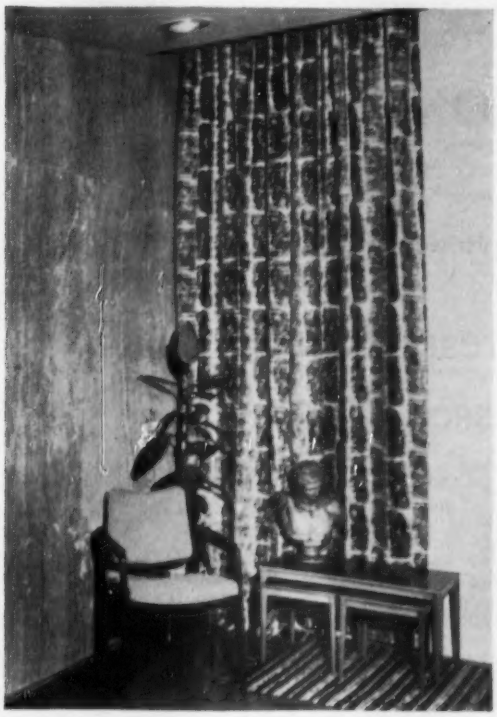
What are the best positions for these spot-displays? One point which succeeds in nearly every store is just inside the entrance doors; other firms have found that sites near the lift or escalator are ideal situations. Where the store has a restaurant, a spot-display beside the entrance is usually effective. Experience will show the best positions for these displays in any store, measured by results in different locations over a trial period.

Contrast is an effective eye-catcher in all spot-displays, whether this is done by grouping merchandise of different styles, such as in an old-and-new display, or by pointing up contrasts by arranging a spot-display of New Elizabethan furniture near a department dealing in traditional merchandise.

Two examples of corner spot-displays featuring an old-and-new theme are pictured below. Only four items appeared in one, and six in the other, and two of these were common to both displays. These displays were arranged in the Modern Interiors department which opened in April at Woollands, Ltd. (Knightsbridge, London). One wall of the department is white, and at right angles is another of brown marble. Suspended against the white wall was a length of Irish linen furnishing fabric, and in the corner formed by the two walls, was grouped a black-and-gold table of glass and metal, supporting an off-white lamp, the base of which was a black Grecian head on a white classical column. Beside this was a tall evergreen plant in a modern earthenware and metal floor-stand.

The plant, together with the Irish printed linen appeared again in the second spot-display, this time with a modern upholstered chair designed by Count Bernadotte, a rug vividly

(*continued overleaf*)



Above are two corner spot-displays arranged in the Modern Interiors Department at Woollands, Ltd., Knightsbridge, London, W.1. Contrast is achieved by the introduction of modern and classical styles and by the use of black and white for lamp, fabrics and floorcovering.

BRITAIN'S LEADING UPHOLSTERERS

Change of Address

JOHN LITTMAN & SONS LTD.

removed to

53, 55, 56 HOXTON SQUARE,
LONDON, N.1

Telephone: SHOreditch 9148 (3 lines)

where all correspondence should now be addressed

For all your upholstery enquiries:
JOHN LITTMAN & SONS LTD.
53-55 HOXTON SQUARE,
LONDON, N.1

SUPREME
J.L. & S. LTD
PRODUCTIONS

(*from previous page*)

striped in black and white, a classical bust, and a nest of New Elizabethan coffee tables.

Both displays took up very little space, and each attracted considerable attention from customers entering the department from the adjoining soft furnishings section.

American Example

The use of spot-displays is appreciated by many American stores, and in Paul MacAlister's book, "Home Furnishing Display Techniques" (fully reviewed in last week's issue of *Furnishing World*), a number of examples are illustrated.

At one store a spot-display served not only to sell goods but to conceal unattractive ducts and a column. A half-circle was divided into two parts, to create a double display area, in which carpeting was shown in small panels and on a pair of stair-treads. A stair railing and a narrow length of fabric screening a mock window created the impression of a hallway in a few feet of space.

Another simple spot-display was one installed by Home Furnishings Merchandising. Formerly useless corridor walls became a background to a series of small panels of wallpaper, each draped on one side only by a short length of chintz. The series of panels led the eye to a larger panel featuring two longer drapes and highlighting the brand name of the fabrics promoted there and in the smaller panels.

Bedheads and Drapes

A "spot" to promote the sales of headboards for beds, proved very successful at Wieboldt's Stores. Two adjacent awkward corners were fitted with a series of hinges each of which supported a bedhead held out from the wall at an angle. The hinges were stepped so that each headboard was slightly higher than the one in front, giving maximum visibility. A ceiling spotlight was used.

In another department of Wieboldt's Stores, free-standing window props created aisles within the soft furnishings section, while others at a lower level were used to promote drapes for dressing tables.

The walls of stairways and corners of landings between floors are an ideal location for spot-displays of smaller articles. Packaged bed-linen, household linens, and fabric drapes can be easily fixed to narrow panels attached to the wall at one side of the stairway. Shadow-boxes, made up inexpensively by the store's display department—or by the owner and staff of a smaller business—are one of the best ways of showing china and glass.

(*continued top of next column*)

Low-Price Props Suit Spot-Displays

(*continued from foot column* 1)

Portable panels make effective spot-displays, and are particularly useful to the smaller business. Information about the store's services, such as making-up of curtains and loose covers, or the planning of room-schemes to suit all pockets, can be shown on these panels. Much of the excellent sales-aid material supplied by individual manufacturers or by the Carpet Promotion Council, British Rubber Development Board and other organisations, is suitable for featuring in spot-display areas.

An inexpensive spot-display for wall or corner use can be made out of two orange boxes acquired from a local greengrocer. If placed on end, one box on top of the other, the inside divider in each becomes a shelf. After sandpapering, the boxes can be papered or painted, and become effective props for displays of kitchen utensils and bathroom fittings, and for furnishing ironmongery and accessories such as short lengths of curtain rail and rings, bindings, tape, and so on.

After customers become accustomed to seeing spot-displays in the store, it pays to go a step further and turn a series of "spots" into a miniature exhibition.

Many imported lines are now available—Swedish glass, Italian pottery, French fabrics, to take a few examples—and these could form the basis of a cosmopolitan exhibition which would create attention, introduce plenty of colour, and take little money and time to arrange.

A few bright posters from one of the travel agencies could be obtained, and fixed to the wall at intervals. In front of each there could be a small spot-display featuring items produced in the country concerned. A simple spot promoting Swedish furnishings, for instance, could consist of a table and chair, standing on a hand-woven rug, the table set with Swedish glass and cutlery. The French "spot" might include one article of furniture, grouped with two fabric drapes, and contrasted by an antique French clock from the store's period department or borrowed from a local watchmaker.

The Italian "spot" could be a blend of antique mirror and table, with "advanced" pottery and glass. The same theme could be developed for other countries.

(*continued from page* 38)

is supplied. (This dye is now being marketed in a 5-oz. tin., specially designed for Do-It-Yourself enthusiasts.)

This type of promotion, showing the possibilities of whitewood furniture, treated at home, could bring a great deal more trade to the house furnisher.

The autumn and winter months always see an increase in work which can be carried out indoors. One of the jobs which are frequently left until this time of the year is the making of new curtains and pelmets.

Once the long school holidays are over, many housewives feel free to tackle this type of work. A back-to-school promotion could very well use this theme to sell extra yardage of furnishing fabrics together with the necessary accessories.

At the same time that Do-It-Yourself promotions ring up extra sales in fabrics, furnishing hardwares and whitewood sections, full prominence can be given to those services which the store can carry out expertly for its customers. Among these are quilt re-covering, the *in situ* cleaning of carpets and upholstery, and the laying of floorcoverings.

30-Nights Trial

BILLED as "Operation 30," an autumn advertising campaign has been launched by Serta Associates, American mattress manufacturers, inviting retailers to take advantage of a special promotion, conducted through the stores, offering their customers thirty nights' free trial of the company's "Perfect Sleeper" mattress and box-spring.

Window posters, stereos for newspaper advertisements and mailing cards, will be supplied to retailers tying-up with "Operation 30." These sales aids, together with other material needed by retailers handling the free-trial arrangements, are included in Serta's "Try It" sales kit.

To back up the promotion, two-page-spread advertisements in full colour are being taken in leading American consumer magazines such as "Saturday Evening Post," "Cosmopolitan," "Good Housekeeping," "House Beautiful," and "Country Gentleman."

Trade Press advertising of "Operation 30" features an attractive model in a diaphanous black nightdress, resting on the palm of a hand. The "copy" begins: "You sleep *on* it . . . not *in* it"

Advertising to the public advises: "Go to any Serta dealer and register to sleep for 30 nights on a 'Perfect Sleeper' Mattress and Box-Spring. If, after 30 nights of use you are not completely and perfectly satisfied, the mattress and box-spring may be returned for full credit without obligation."

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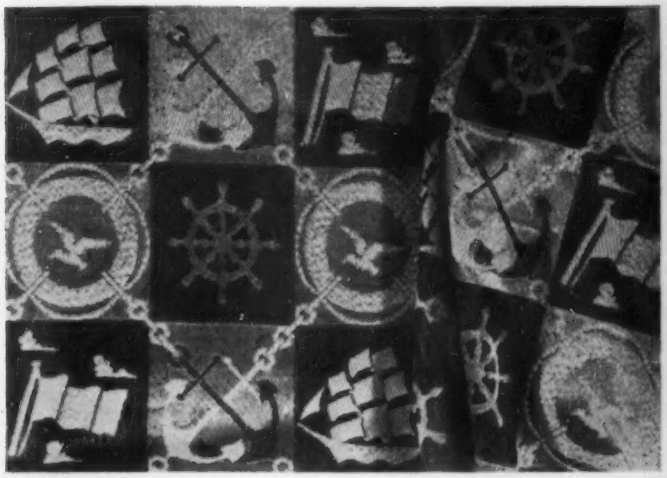


Latest Weaves Are Pictorial

SOFT FURNISHING SIDE

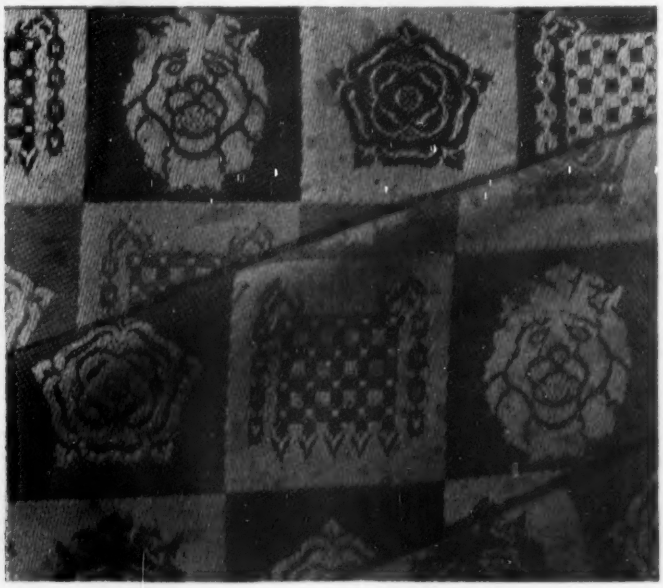
THE new season's ranges of woven fabrics promise to be some of the most interesting we have seen for a long time. Traditional designs presented in the New Elizabethan manner and adapted in scale to the smaller homes of to-day are to be seen in a number of fabrics. Some of these are two-purpose cloths, suitable both for curtains and upholstery, and the same theme is to be found in cloths intended for use solely as curtains.

Two designs illustrated here and typical of the new trend are from the range of Walter T. Franklin, Ltd. One is an all-cotton tapestry, and the other a rayon and cotton cloth designed for curtains. The former, No. 60253, is produced in two different colour schemes, and features Gothic castles, knights in armour and their steeds. Simplicity of outline and small-scale repeat make this very suitable for present-day flats and houses.

The curtain cloth (No. 7928) is this company's "Nautical" design. This is very reasonably priced, and vat dyes are used for the colourings—black and gold, and three other colouring-combinations embodying green, wine and rose.

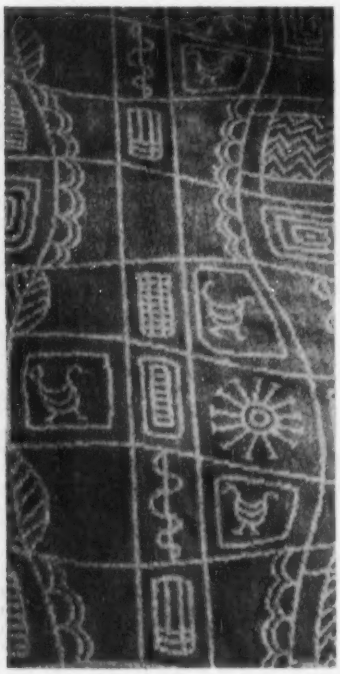
Both fabrics are 48 in. wide.

Another two-purpose design, using traditional symbols in a modern manner comes from Bruce's Berners Fabrics, Ltd. This is an all-cotton fabric, No. 35413/41, made in 50-inch width. The design features the English Lion, the Tudor Rose, and the Portcullis, and variations on four colours are used to produce attractive three-colour themes.



Above left: all-cotton tapestry, No. 60253, from Walter T. Franklin, Ltd. Above: "Nautical" design, No. 7928, from the same company. Left: all-cotton fabric, No. 35413/41, from Bruce's Berners Fabrics, Ltd.

Above, right: Carpet from James Templeton & Co., Ltd. Above: Wilton carpet from The Empire Carpet Co., Ltd. Below, right: Wilton body carpet from John Crossley & Sons, Ltd. Below: carpet from The Old Bleach Linen Co., Ltd.



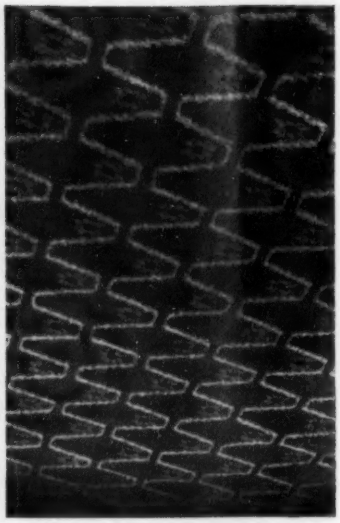
Carpets At Toronto Fair

CARPETS, rugs and linoleum are among the British goods which have been selected by the Council of Industrial Design for the Board of Trade stand at the Canadian National Exhibition, which opens to-day at Toronto, and continues until September 11.

Four of the New Elizabethan carpet designs are pictured here. These are typical of current trends, with emphasis on the use of the more subtle colourings, and interesting abstract or stylised floral designs. All the carpets are in standard 27-inch widths.

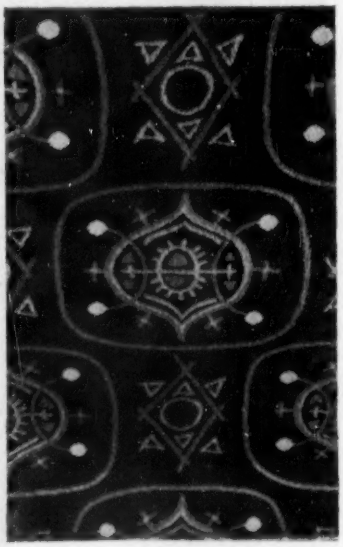
A body carpet from JOHN CROSSLEY & SONS, LTD., designed by John Palmer, D.A., M.S.I.A., is made in best Wilton quality in either wool or worsted. Colourings are a combination of light greenish-yellow, off-white, white, seaweed green, on a donkey-brown ground. The carpeting is also available on a yellow-green ground, and other colours are supplied to order.

From THE EMPIRE CARPET CO., LTD., the Council have selected a Wilton design by Margaret E. Waterton, A.T.D. This is Model 1252 (colour 53) with a light green design on a dark green ground. The carpet is a wool, jute and cotton mixture.

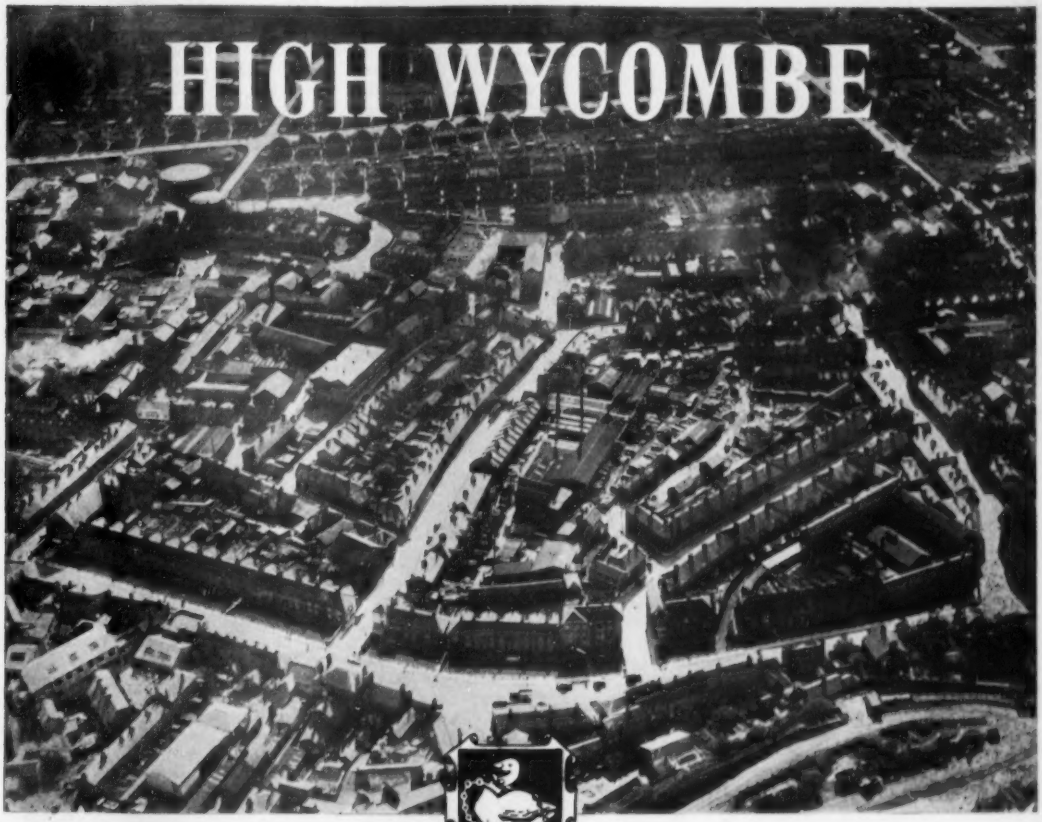


Another mixture carpet of wool, jute and cotton comes from JAMES TEMPLETON & CO., LTD. This is Imperial Axminster, model 1/7175. Colours are fawn lines and a rose star on a terra cotta ground, and gold or fawn grounds are also available.

The fourth carpet is the abstract design by J. Feldman for THE OLD BLEACH LINEN CO., LTD. All-wool body carpet, Jacquard design, "Merida" OB.21/45/293, with a beige pattern on a gold ground. This carpet is also available in beige-rust, red-cream, grey-cream, beige-cream, mulberry-black and gold-black.



Latest Developments in the Industry of



—including other manufacturing districts of Buckinghamshire

NEW TECHNIQUES ASSURE PROSPERITY

AFTER a year of steady progress and prosperity for most firms in the area, the High Wycombe furniture industry faces the future with renewed confidence in its ability to maintain its traditional place in the production of sound, well-designed furniture for British homes.

The initial problems of the return-to-freedom phase have been overcome and High Wycombe firms have had encouraging success in the last 12 months in their aim to ally increasing mechanisation in production with the maintenance of the 250-year-old tradition of craftsmanship on which the centre's high reputation in the industry has been founded.

With continuing steady demand for domestic models as well as for furniture for shipping, schools, offices and Government contracts, Wycombe has enjoyed a high level of employment and production, still well maintained at a time normally regarded as one of seasonal decline.

Fears that some of the smaller firms might succumb in a period of intensive competition following the introduction of the "D" Scheme and of freedom of design and manufacture have proved groundless.

On the contrary, indeed, Wycombe has entered on a phase of gradual expansion and re-building of obsolescent factories to meet ever-increasing demands.

Confidence in the future has been shown by the extent of ploughing back of profits and of capital investment in new factories, extension of existing premises, installation of new machine tools and general re-equipment of factories.

Since the return of freedom many hundreds of thousands of pounds have been invested by local manu-

(*continued over page*)

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How Higher Productivity Is Being Gained In Wycombe

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facturers in these improvement schemes, many of them still going on as part of long-term programmes, to enhance production efficiency, increase showroom space and add to the amenities of staffs.

And the expansion and development has by no means been confined to the larger firms, nor to those in the town centre. The Wycombe industry is gradually growing out along the valley of the Wye and up the hills of the Chilterns and joining up more closely with those other flourishing off-shoots of the main centre—at Loudwater, Saunderton, Downley, Penn Street, Stokenchurch, Princes Risborough, Marlow, Tylers Green, and Wooburn.

As well as modernisation of premises in the centre of the town there are signs now of ever-quickening development on the outskirts—on the new trading estate at Cressex, overlooking the town, and at both the eastern and western ends of the town.

Productivity in the Wycombe area has been stepped up quite remarkably in the last year or two by the introduction of new plant, mechanical handling, more stringent production control and adoption of time and motion study. Progressively in the last five years the area as a whole has increased to a striking extent its percentage of the national turnover of furniture, in comparison with the percentage of a number of firms. Production of chairs in the Wycombe area, too, is about five times the national average.

This increase in productivity is being achieved in the larger firms by planned production and time and motion study and in the smaller firms, many specialising in restricted ranges of furniture, by greater use of machines, improved methods of handling and re-organisation of factory lay-outs.

Many firms have their own planning departments, shop committees, method committees, shop progress charts and targets.

Sub-assembly is widely in use. The old haphazard methods of production have been superseded by stop-watch costing and timing, by the breaking down of operations and by close co-ordination between all departments.

From the plank-sawing stage to the finished article mechanical aids speed up production, minimise waste of time and material, and eliminate drudgery among the workers. Roller conveyors, trolleys, belts, chutes and fork lift and electric trucks accelerate movement all along the production lines. Air-compressed clamps, electric small tools, automatic feeds, high frequency machines for shaping laminated bends, applying veneers and joining, and hydraulic presses all help to a degree unimagined before the war.

(*continued facing page*)

A view from the top of High Wycombe Parish Church.

(*from facing page*)

Operatives are encouraged in most factories to put forward new ideas calculated to increase efficiency and a number of post-war improvements in mechanisation have been achieved directly by putting into effect suggestions put forward by the workers.

Among the latest machines introduced in Wycombe factories are a heavy duty press to bond waste wood into blockboard and to bond plywood facings in the manufacture of table tops, and a radio frequency edge gluer for the production of wood panels by edge glueing narrow strips.

Some of the machines have reduced the role of the operative merely to one of loading and unloading.

Upholstery Output Up

Output in upholstery has also been vastly increased, by the widespread use of foam rubber. But although extensive research into the use of shaped rubber units for backs and seats in upholstery has enabled Wycombe to keep well in the van in this branch of the industry, the area is still meeting a keen demand for the upholstered furniture using the traditional springing materials. Here again careful scheduling, breaking down of operations and simplification of methods have helped to step up output markedly.

In spite of the obvious difficulties involved, most Wycombe firms now change their designs much more frequently—some two or three times a year—but the production difficulties have been met to a large degree by the use of inter-changeable components and by the changing of superficial features in basic standard designs.

Trend Of Design

The trend of design, by and large, has followed a middle course between the ultra modern, and the "old fashioned" traditional modes. But while this middle line of moderate contemporary furniture forms generally the bulk of Wycombe's present production of domestic furniture, plenty of attention is still being paid by the smaller firms, specialising to meet particular markets, to traditional styles and reproduction furniture.

A number of firms, indeed, have taken the opportunity of reviving, with marked success, some of the popular models in which they specialised before the war—the handsome bergere suites, caned chairs, reproduction cabinets. An example of the happy blend of traditional and contemporary has been the successful marketing of a graceful suite of caned chairs with a modern line.

A striking picture of High Wycombe's famous Guildhall.

Wycombe design has been influenced, too, by the demand for small homes and flats and by the growth in the popularity of television, and a considerable proportion of local production is now of unit furniture and multi-purpose furniture.

And the gradual widening of the scope of the local industry, a feature of post-war progress, has been maintained, by successful ventures into new fields of woodwork—from small ornamental wooden articles, now being exported in considerable quantities, to pre-fabricated houses of wood, also meeting a demand from overseas, from wooden ladders to skis!

Help In Export Drive

While High Wycombe's contribution to the export drive is still necessarily small, some firms are playing quite an important role in this direction, notably in the field of high quality reproduction furniture, in which a number of the old-established concerns still specialise.

Experiments in the treatment of wood to prevent warping in prolonged use in central-heated homes have enabled one firm to capture and maintain an important market in North America.

No other centre of the furniture industry, probably, has achieved quite the "happy family" spirit of co-operation evolved in the course of many years between High Wycombe's old-established firms and developed in more recent years by the harmonious relationships achieved between employers and employees by High Wycombe and District Furniture Manufacturers' Society, whose membership extends now over a wide area from Banbury and Oxford in the north to Portsmouth and Southampton in the south.

Friendly Co-operation

Everyone in High Wycombe's furniture industry knows everyone else and the friendly co-operation has been exemplified by the ready interchange of help and advice between firms large and small, strikingly shown especially when adversity has hit individual firms.

Even with the rapid growth of mechanisation and mass production in the large units of production, the time-honoured methods of hand manufacture of some ranges of chairs and cabinets continue to flourish in the small workshops and factories employing only a handful of craftsmen.

(*continued over page*)

Small Maker Still Important In High Wycombe

(*from previous page*)

Progress so far has shown that for all the development of flow-line methods and the successful introduction of big schemes for marketing complete home furnishing ranges of matching furniture, there is still room and plenty of scope for the small man producing his highly individual models and high quality specialised products for restricted markets.

While numbers have necessarily diminished considerably in recent years, highly skilled wood carvers and turners still ply their craft in workshops comparatively little changed in the course of half a century and, indeed, wood turners' workshops are still to be found in their original settings in the Buckinghamshire beechwoods round High Wycombe.

Some Wycombe firms still rely for their materials largely on wood from local sources and other home-grown timber but the vast strides in timber technology, the almost universal adoption of scientific seasoning and kiln drying, and the benefit of expert advice from scientists at the Forest Products Research Laboratory at Princes Risborough have all enabled local firms to make the fullest and most economical use of the wide variety of hardwoods now largely brought from forests of West Africa and other tropical and sub-tropical sources, as well as the popular oak and beech imported from European mills, and to a smaller extent from Japan and America.

Students From Whole Country Will Train At Wycombe's New College

The new College in course of construction.

FURNITURE trade students from all parts of the country, and from overseas, will be flocking to High Wycombe next month, when the first phase of High Wycombe's new half million pound Technical College is opened for use for the first time.

The finishing touches and the installation of ultra-modern plant, equipment and machinery for technical instruction are now being completed at the impressive new building on a site in the centre of the town, at the corner of St. Mary's Street and Queen Alexandra Road, High Wycombe.

The towering new structure, first planned soon after the war, overlooks High Wycombe's first tiny furniture workshop established in St. Mary's Street by Mr. Thomas Widginton and still used by craftsmen of Nicholls and Janes, Ltd.

Many hundreds of tons of concrete have been used in the construction of the foundations of the new college, near the course of an underground stream.

At the opening of the autumn term senior students of the Department of Furniture and Wood Technology will leave the present Technical College buildings in Easton Street, High Wycombe, and move into the spacious, airy and magnificently-equipped classrooms, workshops, machine rooms and laboratories of the new college.

The facilities afforded will enable the furniture department to embark on considerable expansion of the work, including for the first time research work.

New staff has already been appointed to cope with this expansion and with the expected increase in the number of students over a wide area. Unencumbered by the cramped accommodation which has for so long hampered work at the old college, the furniture school will offer comprehensive training in all branches of the furniture industry, including wood technology, for senior students in full-time day classes, evening classes and apprenticeship scheme day-release courses.

For the first term in the new premises there will be students from as far away as Northumberland, Staffordshire and Lincolnshire—and from Denmark.

The new machine production department at the college will be especially lavishly equipped for advanced instruction in all branches of furniture mass production.

Equipment provided for the use of the students includes a triple drum sander, a drying kiln of the latest type, dust extraction and chip extraction plant, pneumatic presses, equipment for wood bending and lamination, pre-forming of plywood, high frequency glueing and joining and a variety of smaller pneumatic and electric tools.

The syllabus will afford the fullest facilities for day-release instruction under the apprenticeship schemes now being operated by High Wycombe firms and will include cabinet making, chair making, machine production, upholstery, drawing and design, theory of construction and working drawings, study of historic and contemporary furniture and furnishings, production methods, timber technology, foremanship and management and works supervision.

The opening of the new building will mark a new phase in the close co-operation for long maintained between the college and the town's furniture industry.

Recognising that the full and successful use of the study and training facilities will have an important bearing on the future progress of the industry, High Wycombe and District Furniture Manufacturers' Society are planning to maintain the closest possible liaison and consultation with the governing body of the college and the principal, (Mr. W. J. Davies), the head of the furniture department, (Mr. H. J. Cutler) and the staff, through representatives of the trade, already co-opted on the governing body.

Recruitment And Training Are Still Big Problems In Wycombe

RECRUITMENT and training, to maintain the essential labour force, remain the twin problems still most acutely worrying leaders of the High Wycombe industry.

Although the labour force available to the furniture trade in the area has diminished from about 10,000 in 1939 to about 7,000, output—thanks to the development of mechanisation—has been progressively increased.

But it was obvious some years ago that in spite of machine aids the drift of labour away from the town's staple industry would have to be halted to avert a serious threat to the whole future of the industry.

The "balance of industry" policy of High Wycombe and District Chamber of Commerce encouraged the entry of many new industries to the Wycombe area—light engineering, clothing, food, electrical and instrument-making—but it brought with it a new and acute problem for the furniture trade as workers were attracted away from the furniture factories.

Even at a time of prosperity for the furniture trade it was estimated that skilled workers were drifting to other industries at the rate of something like 150 a year, and the drift was accelerated alarmingly during the slump of 1952.

All Saints Church, well-known High Wycombe landmark.

Since then High Wycombe and District Furniture Manufacturers' Society have embarked on a comprehensive campaign designed to popularise the industry, to stimulate recruitment among school-leavers and to improve factory training and apprenticeship schemes.

And there are already encouraging signs that this alarming drift from the furniture trade has been checked. The labour force has been increased in the course of a year by 400 or 500 and the yearly "intake" of recruits is being gradually improved.

The Wycombe Society have aimed especially to try to counteract the apparent prejudice of parents against the furniture trade—a prejudice engendered apparently by fear of seasonal unemployment. But furniture manufacturers have pointed out that the average earnings of furniture workers are higher than in most other industries in the area and the fear of seasonal unemployment and short time is largely without foundation. For the best part of a year, for example, unemployment and short time has been negligible in High Wycombe furniture factories.

With encouragement from the Wycombe Society, many individual firms are now introducing improved schemes of apprenticeship and training on a carefully planned basis, with "pocket money" bonuses and social and recreational facilities never enjoyed in the old haphazard methods of apprenticeship.

Propaganda to increase recruitment is also being directed to the schools and many firms are encouraging tours of inspection of their factories for boys nearing school-leaving age. And this insight into the pleasant working conditions now obtaining in most factories is doing a lot to attract new entrants.

But in the meantime the highly sensitive labour situation in the Wycombe area—an area of prosperity and high wages in most industries—continues to afford problems for local manufacturers.

The centre of High Wycombe seen from the air.

Pictures in this supplement by Ronald Goodearl of High Wycombe.

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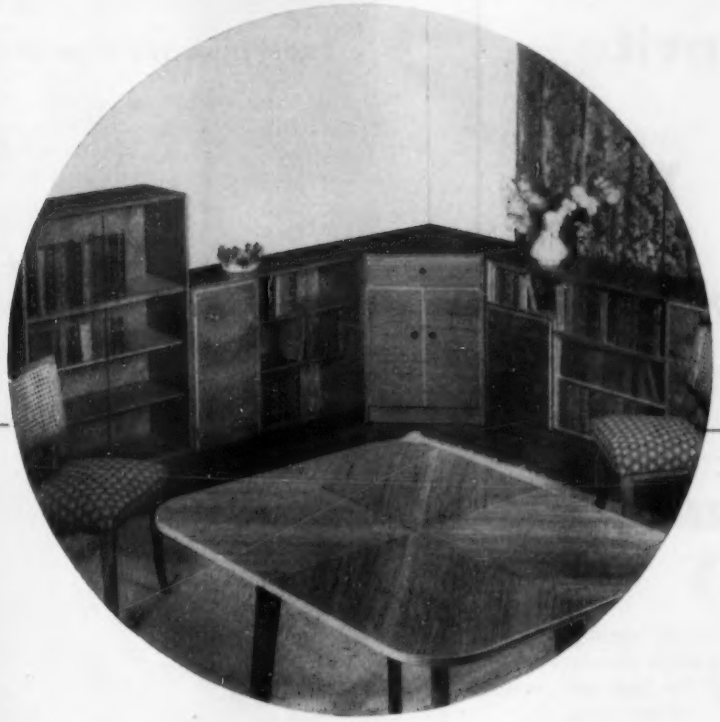

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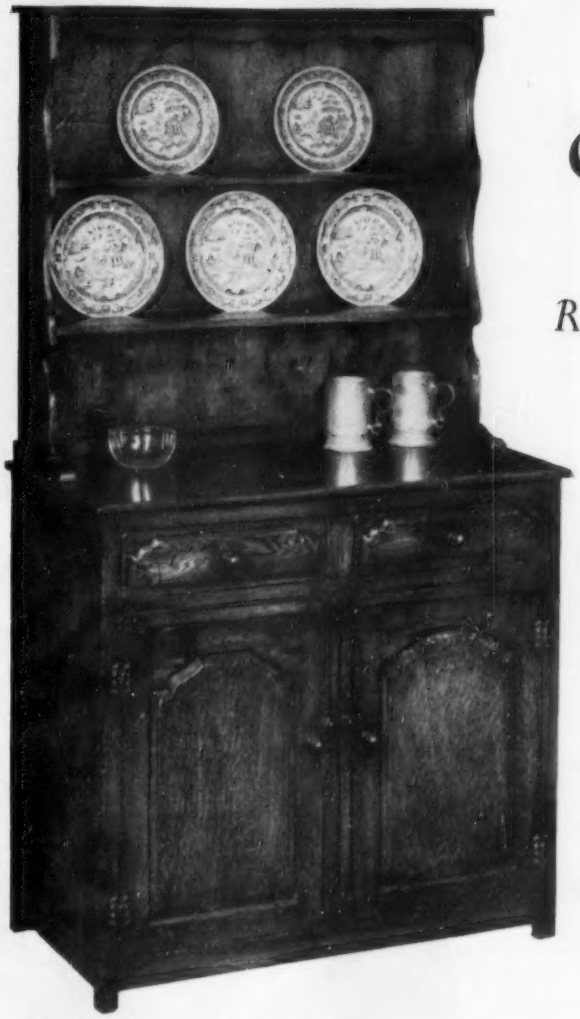

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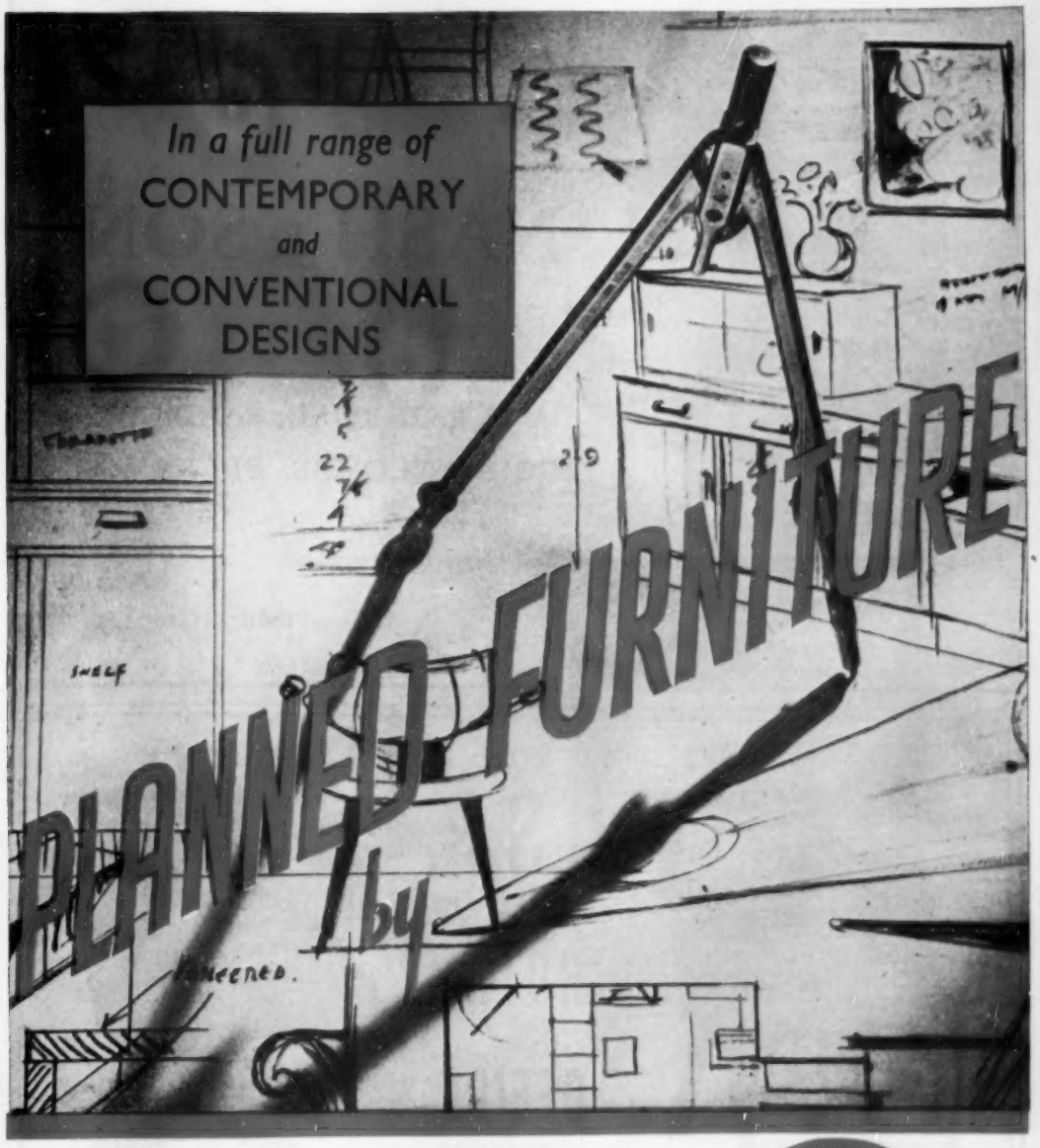

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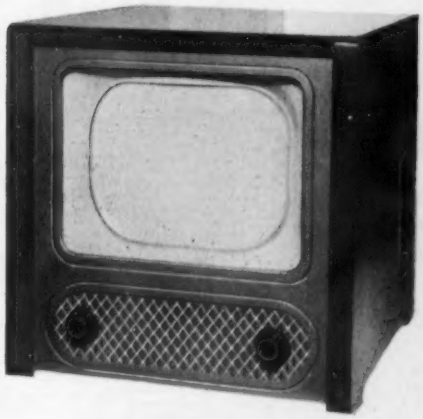

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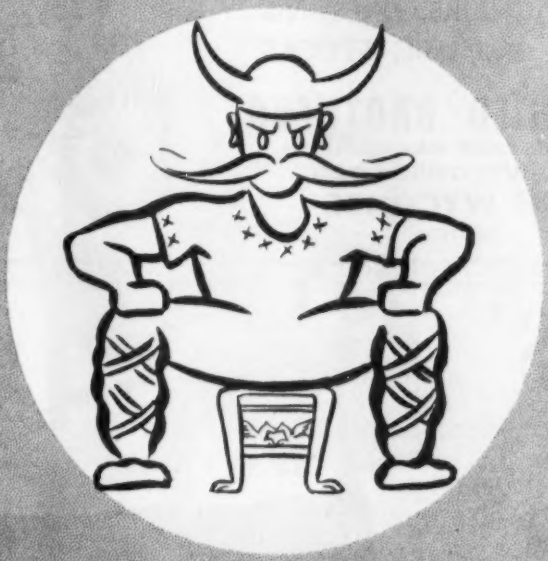

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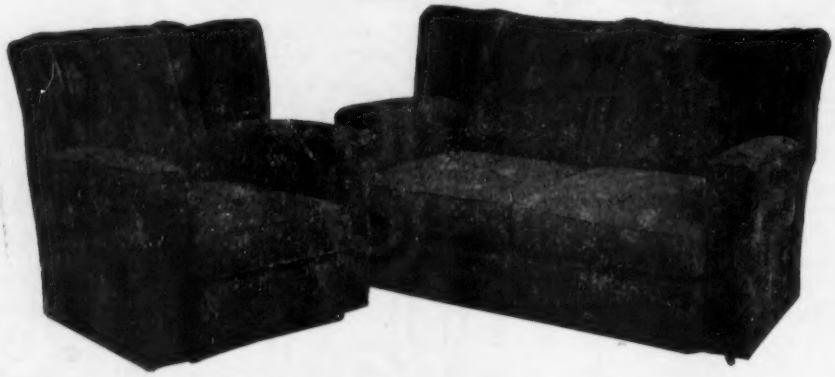

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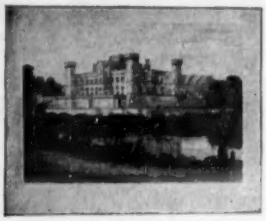

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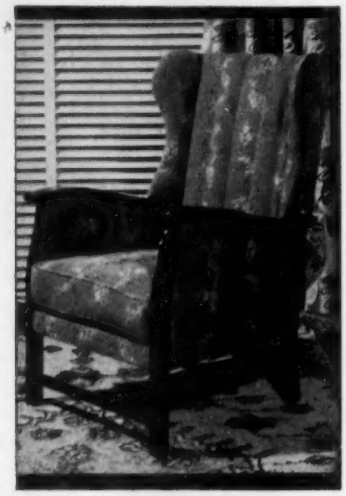

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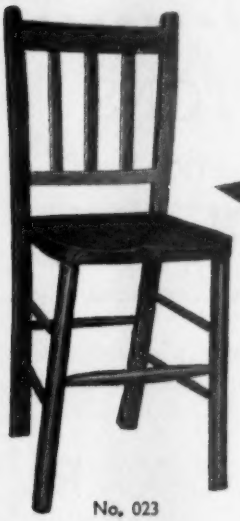

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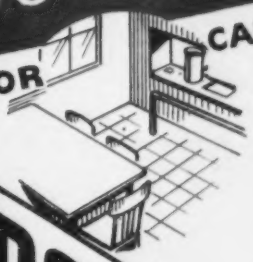

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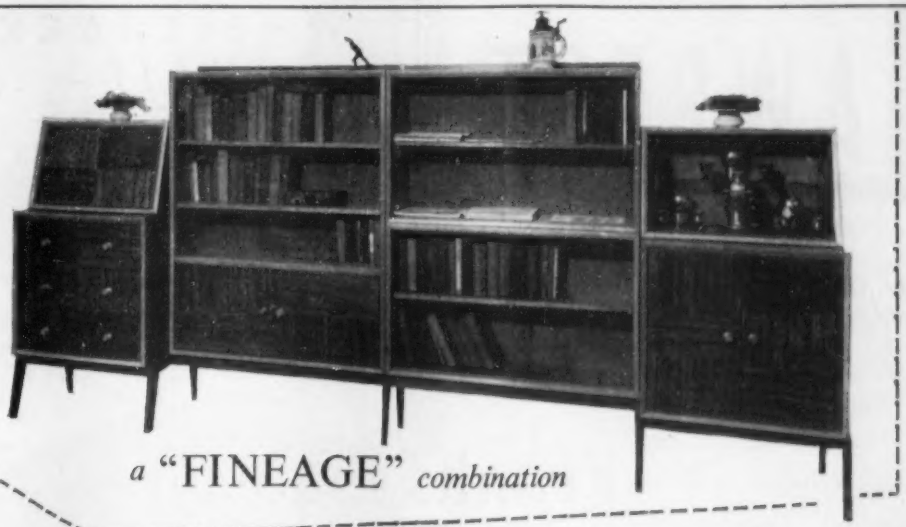

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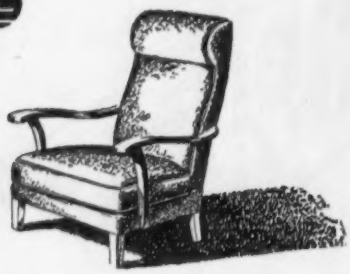

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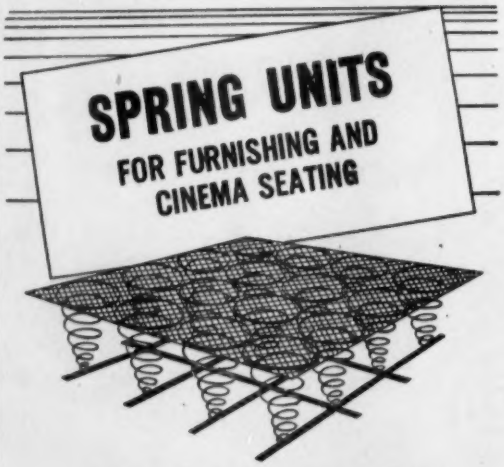

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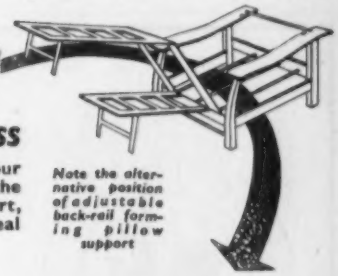

Note the alternative position of adjustable back-rail forming pillow support

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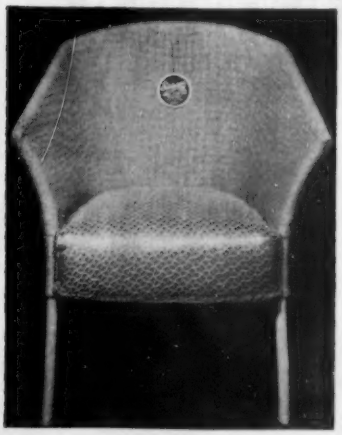
NEW FROM THE MANUFACTURERS

The New "True Rest" Chair.

New Style In Comfort

The comfort of the new range of occasional chairs by J. Dykes, Ltd., is achieved by specially shaped seat and back supporting moulded Dunlopillo cushioning. Style A.3, the wing occasional chair, is shown above. Other models are the True Rest living-room style (A.2) and the True Rest TV style (A.1). They are finished in selected tapestries and uncut moquettes.



This is a new "Sirrom" woven fibre chair (model MW8041) by Morris Wilkinson & Co., Ltd.

Autumn Release For "Old Charm"

Our pictures show two of the new autumn designs just released by Wood Bros. of Brimsdown, makers of "Old Charm" furniture.

On the left is a 2 ft. 6 in. six-drawer chest which has been added to the existing range of Wood Bros. bedroom furniture in answer to many requests from the trade. On the right is a 2 ft. 6 in. bureau which contains six pigeon holes and two stamp drawers. It incorporates an automatically supported writing-lid. Both these pieces are available in reproduction oak and lined oak finish, and are of good craftsmanship.

New Material For Furnishing Fabrics

THE firm of Courtaulds are now manufacturing a new acetate ribbonstraw yarn available in more than 40 different spun-dyed colours as well as white (bright or matt). The scope of its application for use in furnishing fabrics is growing and it is being increasingly used for smallwares. It can be given a flameproof finish and is highly suitable for the manufacture of decorative and novelty articles of all kinds.

An important advantage claimed for Courtauld's acetate ribbonstraw over other man-made straw yarns is that it has a fibrous structure similar to that of natural straw. This means that it will stand up to weaving and other manufacturing treatments. As a spun-dyed yarn, in which the colour is "built" into the fibre during manufacture, it makes available a straw yarn in an exceptionally wide range of splendid colours having the outstanding fastness properties which are characteristic of this method of colouring textiles.

In general, this acetate ribbonstraw has the well-known characteristics of ordinary acetate yarn and can be processed, woven and finished by conventional methods.

AN oXer DESIGN

contemporary comfort

Your customers will admire the contemporary design and fabrics of 'Oxer' upholstery, and the long-lasting sturdiness too, at prices that are right for every pocket. The 'Welbeck' chair illustrated has an eye-pleasing new line that lends itself to the intriguing use of contrasting fabrics.

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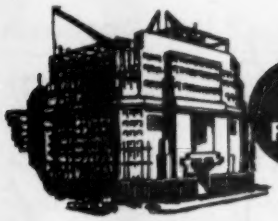


ADVANCE NEWS OF FURNISHING CONTRACTS

Hospital Orders Lead This Week

BELFAST. The Northern Ireland Hospitals Authority, Belfast, is having amended plans prepared for the rebuilding of the bomb-damaged Ulster Hospital for Children and Women. Building is expected to start in a few months.

BOLTON. Corporation has appointed a sub-committee to discuss with representatives of Manchester Regional Hospital Board the question of a site for a new hospital in the Borough.

COVENTRY. The third instalment of rebuilding of the Coventry and North Warwickshire Hospital, providing for reinstatement, etc., of Philip and Elizabeth wards and erection of a nurses' training school, has been approved by the Ministry.

DERBY. The architects for a gynæcological department proposed at Derbyshire Hospital for Women by the Sheffield Regional Hospital Board are Naylor, Sale and Widdows, St. Mary's Gate, Derby.

DONCASTER. Roger Preston and Partners, Dilke House, Malet Street, London, W.1, are recommended to Sheffield Regional Hospital Board as the consulting engineers for development of St. Catherine's Institution.

EASINGTON (Co. Durham). Improvements are proposed at Leeholme Hospiptal by Newcastle Regional Hospital Board.

GOSFORTH. Erection of an admission hospital and two convalescent villas at St. Nicholas Hospital, for Newcastle Regional Hospital Board. Architect: E. H. Allsford, 37 Westhill Road, London, S.W.18.

HARTLEPOOL. County Planning Committee has approved a proposal of the Health Committee for the erection of a maternity and child welfare centre and school clinic at Miers Avenue.

LEEDS Regional Hospital Board. Erection of two single-storey villas for 80 patients at Scalebor Park Hospital, Burley - in - Wharfedale, Ilkley. Architect to the Board, Park Parade, Harrogate.

Erection of a single-storey villa for 40 patients at Westwood Hospital, Clayton Heights, Bradford. Architect to the Board, Park Parade, Harrogate.

LUTON. B.C. has approved the sale of land, Whipperley Ring, to the Bedfordshire County Council for the erection of the proposed Farley Hill health centre.

MANCHESTER. Erection of a block of buildings at old Cathedral Hotel site, Fennel Street and Long Millgate, for which the architects are Thomas Worthington and Sons, 176 Oxford Road, Manchester, 13, has been approved by Governors of Cheetham's Hospital.

£2½m. TOWN HALL

NEWCASTLE. Newcastle-on-Tyne City Council is shortly to appoint consultants for the first stage of its £2,500,000 scheme for the construction of a new Town Hall at Barras Bridge. The first stage will cost £643,000. Additional architectural staff is likely to be appointed to concentrate on the scheme. The City Architect is G. Kenyon, 18 Cloth Market, Newcastle.

MANCHESTER. Regional Hospital Board, Cheetwood Road, Manchester 8, have plans for a hostel at Mary Dendy, Great Warford, Hospital, £16,884.

MIDDLESBROUGH. Conversion of large residence in Marton Road into hotel for merchant seamen for the Merchant Navy Welfare Board, Rupert Street, London, W.1. Architects: Kitching and Co., 21 Albert Road, Middlesbrough.

MIDDLESBROUGH. Newcastle Regional Hospital Board, "Dunira," Osborne Road, Newcastle-on-Tyne, is obtaining tenders for additions to Middlesbrough General Hospital. The Board's Chief Architect is P. H. Knighton.

MONTGOMERYSHIRE. Erection of a health clinic at Newtown, for the E.C., has been approved by the M.E. Cost estimated at £7,000.

SUNDERLAND. The Ministry of Health has approved a revised estimate submitted by the Sunderland Corporation, for a new health centre to cost £58,000. The Borough Architect is H. C. Bishop, Grange House, Stockton Road, Sunderland.

WHITEHAVEN. Tenders are invited by Newcastle Regional Hospital Board (Special Areas Committee), 1 Lonsdale Street, Carlisle, for the provision of a ward unit for children at the Whitehaven and West Cumberland Hospital. The Divisional Architect is N. Edgar.

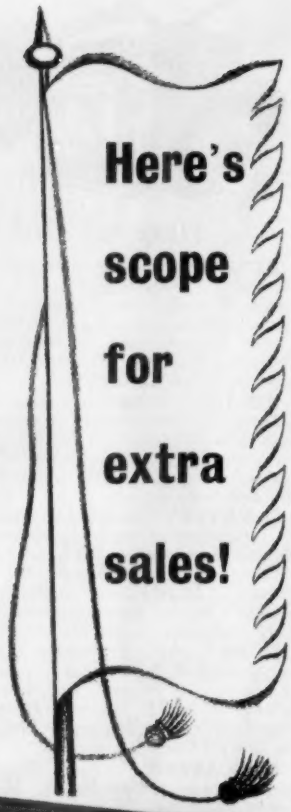
MANCHESTER. Provisional approval of Manchester Regional Hospital Board Buildings and Works Committee has been awarded for adaptation of accommodation at Crumpsall Hospital to form a teaching unit.

N. IRELAND — BELFAST. Revised plans will be prepared by Belfast Hospital Authority for the Ulster hospital for women and children at Templemore Avenue.

BIRKENHEAD. Plans submitted: Reinstatement of war - damaged Waterloo Hotel, Grange Road, for Birkenhead Brewery Co., Ltd.; plans by Harper and Harper, 63 Temple Row, Birmingham. Clubhouse, West Float, for Merseyside Dockworkers' Sports and Social Club. Plans by D. McWatson.

SHEEREX FURNITURE REGD
THE NAME THAT STANDS FOR THE BEST IN BEDROOM SUITES
King & Darbyshire Ltd
TRENTHAM MILLS · WIGAN

WA5/9. *Shaped bookcase, polished medium or light oak colour, on feet. 30" wide, 36" high.*



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WA11/4. *Three-tier Tea Trolley, medium or light oak. Size 24" x 17". Height 27".*

REMPLOY LTD. (DEPT. FW17), 25 BUCKINGHAM GATE, LONDON, S.W.1

Accidents Are Expensive—Don't Have Them!

MANUFACTURING TECHNIQUES AND IDEAS

Only Vigilance Will Ensure Safety In The Factory

"THE longer I spend in this job," an engineering works safety officer said once, "the more I get the impression that those chaps out there," nodding in the direction of the works, "leave their brains behind when they come to work.

"If you were to sit here for a week," he went on, "you'd get the idea that their one thought is to find something to fall over, then to fall over it as artistically and dangerously as possible, injuring themselves artfully in places no-one ever was injured before. If possible (and it usually is!) they injure someone else as well.

"If one of them has a tool with a sharp end, he never even dreams of keeping it on his outside. He knows he has a bone somewhere inside, and must needs rattle it on that.

"Cranes, that you and I would use to lift things with, they see only as gadgets for dropping things on to other men, less fortunate than themselves, who failed to get the idea first.

"Guards have obviously been designed to reduce the bonus on a job, so they are moved out of the way, the better to sever fingers and thumbs.

"Oil, of course, is intended to lubricate the floor. With efficient lubrication you can be sure of a broken limb every week, and if the spot is carefully selected you might even bag a crushing between a loaded truck and a machine.

"I could go on for hours, but you'll have to excuse me, old chap. Got to see the sawbones with my hand—trapped it in a filing cabinet yesterday!"

Can Happen To Anyone

Everyone, in fact, is accident-prone at some time. Some are more careful than others, but the difference is only in degree. Everyone, through preoccupation or other cause, lets down his defences at least occasionally. Then it is a matter of luck whether he has an accident.

The job of a safety officer is to guard against this fact. He must try to make it safe to forget. Then, as the extent of human carelessness is well-nigh impossible to foresee, he must try to make it difficult to forget.

Eternal vigilance is the price of safety, as well as of freedom. As preoccupation with production militates against this, it is wise to place a man in our midst who can make it his business to maintain our vigilance for us—the safety officer.

Woodworking machines, having cutting edges and moving parts, can be classed as dangerous. Familiarity with them brings fingers in ever closer proximity to the cutting and moving parts. They must be guarded.

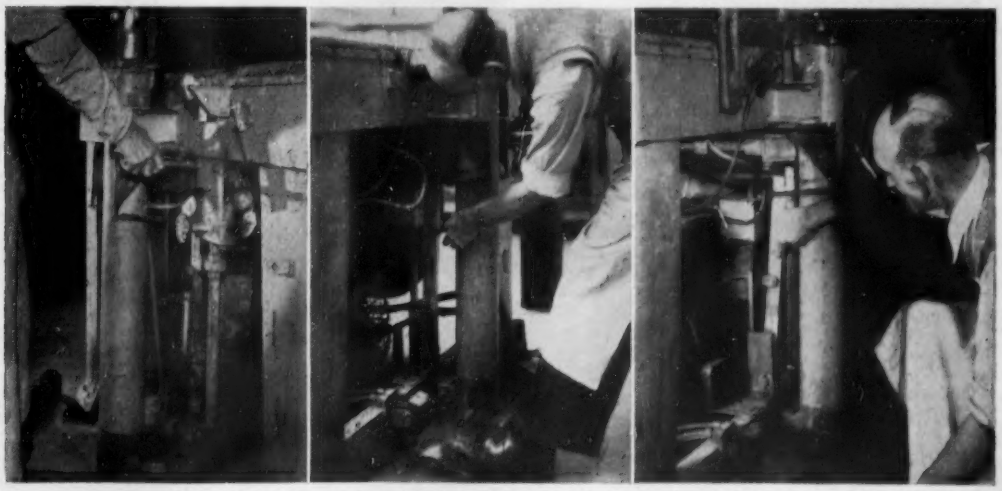
Accidents will happen in spite of all possible precautions. Most are due to carelessness, some to ignorance of danger, and a few to dangers which apparently could not have been foreseen. The Royal Society for the Prevention of Accidents (RoSPA) exists to help to reduce their number by pooling the experience of years and to investigate the basic causes of accidental injury wherever it occurs.

Safety officers employed by manufacturers have this organisation always at their elbow to assist them in their work. But their main aid will always be a sound system of accident prevention with the co-operation of their management.

Harris Lebus, Ltd., who as our largest furniture manufacturers must, on the law of averages, have encountered pretty nearly every possible accident-causing circumstance in the trade, base their system largely on four functions:—

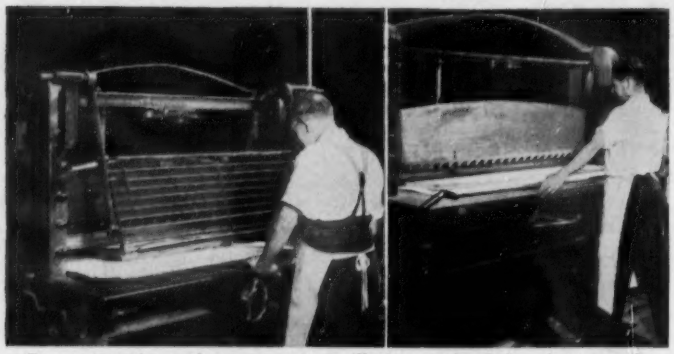
(i) Inspection of the factory for possible sources of danger, and provision of guards, etc.

(*continued overleaf*)

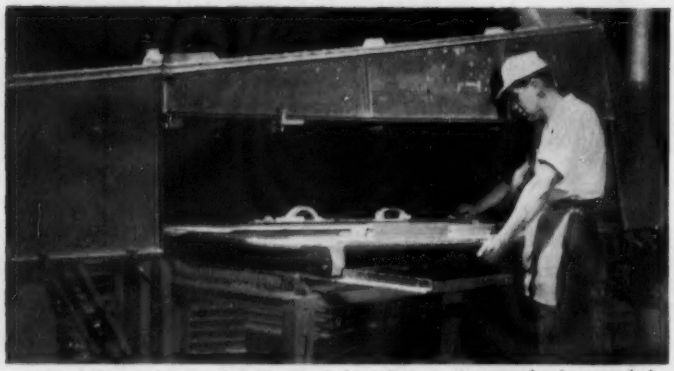


Dome press operator in these pictures is indicating the safety device introduced at Lebus's. Operated by a foot pedal, it comprises a wooden bar, held against the pillar by springs under the ratchet bar of the dome. Left: the bar in the "safe" position. Centre: Pedal depressed and the bar withdrawn to rear to allow the dome to descend. Right: when the dome and ratchet bar are down, the safety bar rests against the latter, ready to spring back into the "safe" position when the press is opened.

How The Lebus Safety Organisation Keeps Accident Rates Down



Two types of guard on a veneer guillotine at the Lebus factory. On left, gate comes into position as the blade drops; on right, rail extends towards the operator as the blade drops, ensuring that he moves away from the danger area. He usually keeps his hand on it, as here, to help him move with it.



This belt sander at the Harris Lebus factory is completely guarded.

(*continued from previous page*)

(ii) Constant warning by notices.

(iii) Check on causes of accidents which do occur, and prevention of recurrence.

(iv) Constant check that the system is maintained.

The first item requires a good deal of ingenuity, as well as the force of personality to convince production managers that the dangers are not exaggerated.

At the entrance to the Lebus factory a photo-electric cell is placed so that any vehicle with a load which is too high to pass through the factory interrupts a light beam and sets off visual and oral warnings. The pay-off in avoidance of injury from timber knocked off loads is incalculable.

At junctions of corridors and passageways large mirrors have been placed to avoid either collision or injury caused by last-minute efforts to avert collision of loaded trucks. They also help to reduce congestion by improving the field of view.

Observation of possible risks has led to such actions as the moving of steel stops for sliding doors from body height to a safe height from the floor. Plywood carrying cases have been provided for circular saws, and regulations require that they be used when the saws are carried.

Checks have been introduced, on electric tools, ladders, cranes, slings, for example, which must be carried out at set periods. Machine guards have in many cases been elaborated beyond the requirements of the Factories Acts.

Dermatitis prevention has been organised so successfully that Lebus's are almost immune from the disease. In every shop there are long wash troughs with hot and cold water. Beside each there is a barrier cream dispenser, with a notice advising workers, for their own safety, to wash their hands and apply the cream both before and after each work period. The use of barrier creams is compulsory.

In addition, portable wash stands are placed at every spot where synthetic glue is used. They include swabs for washing off the glue as soon as it gets on to the hands, a receptacle of solution for washing the swabs, a barrier cream dispenser, paper towels, and instructions.

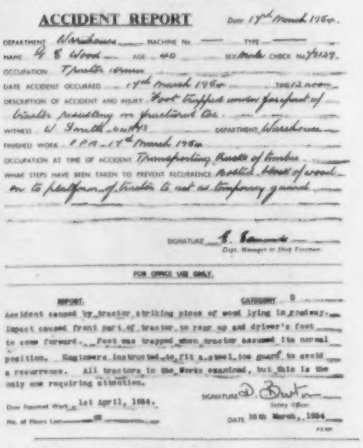
Fire precautions are ample. Besides the sprinker system there are local fire stations at various places in the factory, with recognised warning signals through the loudspeaker system, and of course the usual foam and Pyrene fire extinguishers. At specially vulnerable points there are quick-release blanket containers.

All dust is extracted from the machines and is ducted to the furnaces, where it is used as fuel, a special installation eliminating "blow-backs."

Good housekeeping is insisted on, and the factory regulations require that passageways must always be kept open.

Protective equipment such as rubber or cotton gloves for protection from synthetic glues, rubber gauntlets for use when washing glue utensils, goggles for protecting the eyes from flying chips, and unbreakable glass goggles for use when grinding with carborundum wheels, are available without charge to the workers.

A sizeable shoe store is kept for the supply of safety footwear with steel



ACCIDENT REPORT Date: 17th March 1954.

DEPARTMENT Warehouse MACHINE No. TYPE

NAME G. E. Wood AGE 40 SEX Male CHECK No. 7/1127.

OCCUPATION Tractor driver

DATE ACCIDENT OCCURRED 17th March 1954 TIME 12 noon

DESCRIPTION OF ACCIDENT AND INJURY Foot trapped under footplate of tractor passing on functional Acc.

WITNESS W. Smith - carter DEPARTMENT Warehouse

FINISHED WORK 1 P.M. - 17th March 1954

OCCUPATION AT TIME OF ACCIDENT Transporting Boards of timber

WHAT STEPS HAVE BEEN TAKEN TO PREVENT RECURRENCE Metal block of wood on the platform of tractor to act as temporary guard

SIGNATURE G. Kennedy
Dept. Manager or Shop Foreman

FOR OFFICE USE ONLY.

REPORT CATEGORY B

Accident caused by tractor striking piece of wood lying in gateway. Impact caused front part of tractor to rear up and driver's foot to come forward. Foot was trapped when tractor assumed its normal position. Engineers instructed to fit a steel toe guard to avoid a recurrence. All tractors in the works examined, but this is the only one requiring attention.

SIGNATURE D. Brown
Safety Officer

Date Reported Work 1st April, 1954.

No. of Hours Lost DATE 30th March, 1954

Accident report form of Harris Lebus Ltd. Entry, though fictitious, illustrates the use of the form.

toecaps. These are sold at cost price—and over 100 pairs have been sold in the past six months alone.

The second function—warning by notice—is fulfilled principally by the prominent display of RoSPA posters. Both the posters and the display positions are changed frequently to prevent their becoming "part of the furniture."

Wherever safety instructions can serve a useful purpose they are displayed, and from time to time safety notices are inserted in pay envelopes, particularly such items as warnings against the use of compressed air for cleaning clothes, hands, and so on.

Rigid Reporting System

A rigid accident reporting system is in force. When an accident occurs the injured are sent to the surgery and the foreman immediately writes a report of the event on a printed accident report form (reproduced on facing page), which he sends straight away to the safety officer.

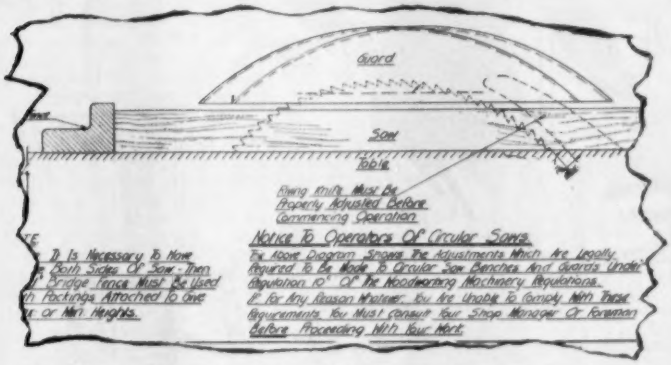
The safety officer then visits the scene of the accident and examines the equipment or machine involved.

If it is considered that conditions can be improved to minimise the chance of recurrence, a recommendation is sent to the manager of the department concerned. It is also entered on the report form.

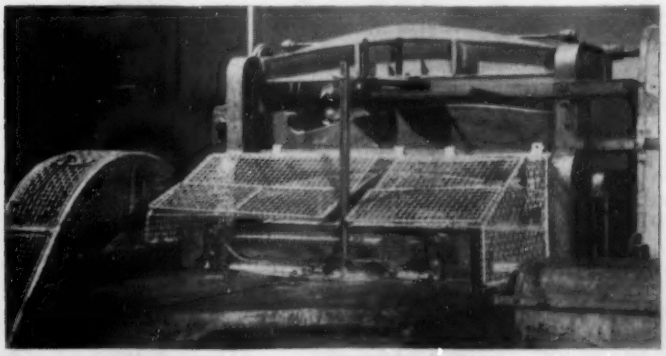
Meanwhile, the details are entered in the factory accidents book. If absence from work is more than three days H.M. Inspector of Factories must be informed. In this case the report is moved to another file.

As soon as possible after the accident, when the man is fit to be questioned, a statement is taken from him. Further investigations are made, if necessary, in the light of this statement.

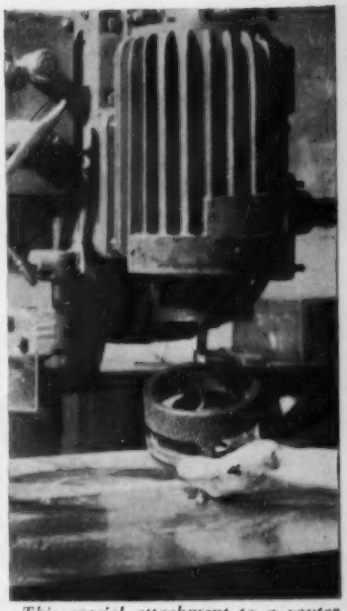
The fourth item—maintaining the system—is in itself a headache in a large factory. Nothing less than constant personal inspection can assure a safety officer that the regulations are being observed and that no new hazard has arisen.



By posting the notice of which this is a part wherever circular saws are used, Lebus's ensure that operators are aware of the regulations governing this tool.



Prevention better than cure: Lebus's have placed this guard behind the blade on a guillotine.



This special attachment to a router acts as both guard and depth stop.

The Lebus safety officer has found that there is something to check every time he moves through the factory. Passageways have to be kept clear, but left to himself the individual will leave a loaded trolley in one. When a dozen do it the way is blocked. The safety officer has to see that the first one is not left there.

Guards are provided on machines, usually at some expense. In some cases the machine will not work while the guard is off, but others will, and without supervision the operative will prefer it that way.

Notices must not be allowed to become obscured. Services (such as the anti-dermatitis provision) must be kept up. Supplies of serviceable fire equipment or barrier creams, for instance, must be maintained. Without a personal check by somebody responsible for these things the system would run down to a standstill.

Even so, the accident book shows that few days go by without some sort of injury, counting cut fingers, and so on. How do they happen?

By idle carelessness, preoccupied carelessness, plain stupid carelessness men are constantly injuring themselves and other people. Every development, every new idea, brings its attendant new risk which is not always foreseen.

Every accident costs the employer something in time, loss of production, or cash. They cannot all be avoided, but a sound safety scheme will do much to reduce them to a minimum.

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HARDWOOD MARKET

By Quercus

Timber Demand Despite Holidays

DESPITE the fact that the holiday season is now in full swing, the demand for most species of hardwoods has maintained its pace. This, it is thought, can be accounted for in part by actual consumer demand, but mainly by the dollar hardwood position created during the past few months. The uncertainty has resulted in badly unbalanced stocks, and with hopes of an early reopening of the dollar market receding many importers and merchants are busily engaged in restocking in preparation for the autumn months. It is believed that another meeting took place recently between representatives of the trade and the authorities apropos the dollar market and it is understood that the trade again pressed strongly for an early statement of the Government's intentions. Until this statement is forthcoming the forward market is bound to be adversely affected.

* * *

There has been a good demand for home-grown hardwoods. It is interesting to note that the Forestry Commission, after consultation with the Home Grown Timber Advisory Committee, recently announced the felling quota for the year beginning October 1: hardwoods 26 million cubic feet; softwoods 6.9 million cubic feet. This means, in effect, that the quota has been restored to the level in operation before the disastrous gales in Scotland 18 months ago which blew down so much of the standing timber in that area. In the case of hardwoods, the Commission will be prepared to license up to ten per cent in excess of the quota if suitable applications from the home-grown trade are forthcoming, and they have also agreed to some relaxation in the categories of timber they are prepared to license. It has been stressed, however, that it is important that the issue of felling licences in Scotland should not in any way prejudice the clearance of wind-blown timber operations which are still in full swing.

* * *

There has been little change in the tempo of trading in the plywood market in recent weeks. Although at one time it appeared there had been some overbuying on the part of importers of blockboard stocks, it is now reported that fair quantities of blockboard are moving into consumption.

Bad Techniques Cause Accidents

WHILST there has been a welcome fall in the number of industrial accidents recorded in many categories, the "Annual Report of the Chief Inspector of Factories"* reveals that accidents at woodworking machines show no signs of reduction.

The two types of machines in widest use, namely, circular saws and overhand planers, accounted for 70 per cent of the accidents, and the number of accidents occurring on such machines as high-speed routers, boring machines, sanding machines and portable circular saws was relatively great.

Thirty-four per cent of the accidents happened on circular saws engaged on cutting squared material, and of these 50 per cent occurred to the sawyer during the feeding operation. In 58 per cent of the accidents to the right hand during ripping, no push-stick was being used.

In the case of left-hand injuries when feeding, top guards were not adjusted correctly in 45 per cent of the cases. It appears that bad technique is responsible for many of these accidents, in that the left hand is being used for exerting feeding pressure at the end of the cut instead of being used to hold up the offcut along the saw plate.

The number of accidents on rack benches was low and severity only moderate, the main causes being traps between the table and the wheels of the bench and due to timber movement. Overhand planers accounted for 24 per cent of the total accidents and severity was comparatively low. In 59 per cent of the cases the bridge guard prescribed by the Regulations was either not used or was incorrectly adjusted.

Here again, bad technique is apparently one of the factors contributing to accidents in that the trailing hand is used to feed and exert pressure on the wood towards the end of the cut, but if cutters are kept sharp such a method should be unnecessary.

NEARLY all accidents in the woodworking industry during 1952 (latest figures) were due to contact with cutting edges. The classes of machines involved were roughly as follows:—

Circular saws	**1,660**
Plain bandsaws	**102**
Band and chain saws ...	**48**
Planing machines	**870**
Vertical spindle moulders ...	**263**
Multiple cutter moulding machines	**36**
Other woodworking machines	**402**
Total	**3,381**

Straight work with a through cut comprised one-third of the total number of accidents on vertical spindle moulding machines. The severity of these accidents was comparatively low and it was noted that in practically all cases the guards were either absent or inadequate.

Of the three main types of cross-cutting saw in which the saw is moved through the wood, the pull-over type was responsible for 60 per cent of the accidents and had the highest average severity.

The danger of portable circular saws is not always realised. Most of the 35 accidents which occurred on these machines were serious, leg injuries being sustained in 11 cases.

It is clear from the scrutiny that failure to use the guards and appliances provided in a proper manner is the main cause of accidents on woodworking machines, and in order to overcome this much better supervision is required on the one hand and carefully organised training on the other.

* *Obtainable from H.M.S.O. Price 6s. 10d., post free.*

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Trading Results

Kennards' Progress

Trading profit of **Kennards, Ltd.** (subsidiary of Plummer Roddis) for the year to January 31 is £138,805 (£126,359) plus ,rents and interest £3,273 (£2,868). After deduction of depreciation and debenture interest gross profit is £101,916 (£91,144) plus exceptional credits £42,006 (nil). Tax £16,605 (£5,678). Ordinary dividend is up from 35 to 40 per cent.

More Plummer Roddis Figures

Further results published by **Plummer Roddis, Ltd.**, include consolidated trading profit of £570,504 (£505,498) for the year to January 31, plus sundry income £18,851 (£1,033).

Wright Hamer Loss

For the year to September 30, 1953, **Wright Hamer Textiles, Ltd.** group net loss is £74,960 (£65,481), increasing debit balance forward to £181,648 (£106,688).

Lewis's Trust Interim

Interim dividend on the £1,863,786 Ordinary capital of **Lewis's Investment Trust, Ltd.**, is maintained at 5 per cent for the year to February 1, 1955. Total for 1953-4 was 32½ per cent. Among the companies controlled by the Trust, Selfridges, Ltd., announce an interim payment of 15 per cent.

J. Templeton Interim

For the year ending November 20, **James Templeton & Co., Ltd.**, are maintaining their interim dividend at 5 per cent. Last year's total was 15 per cent. Results for the half-year, the directors state, have been rather better than for the previous corresponding period.

VOLUNTARY LIQUIDATION

David Joel, Ltd., lately Joel Works, Oakcroft Road, Kingston By-pass, Tolworth, Surrey, furniture manufacturers

Pursuant to Section 293 of the Companies Act, 1948, a meeting of creditors was held recently, when Mr. King, chairman, reported that company was incorporated in 1938, and had nominal capital of £20,000, of which £15,197 had been issued, but it was not until 1949 that present directors became associated with company.

Balance sheet at May, 1949, showed there was a bank overdraft of £9,766, secured by a debenture; and also £15,000 paid into company on loan account, secured by a second debenture. Trading results for year showed a loss of £13,000. Steps were taken to deal with the situation, but in the following year to May, 1950, there was a loss incurred of £2,889.

Accounts for year to May 31, 1951, revealed turnover £49,233; gross profit £16,723; net profit £183. In following year turnover was £48,305, gross profit £19,495, and net profit £826, but for the year to May 31, 1953, turnover declined to £37,379, gross profit was £13,204, net loss £2,767. No further accounts had been prepared.

The Bank began to press for reduction of the overdraft, and the second debenture holders, who had received no interest since the date of issue, felt that their position merited consideration in view of the absence of profits. Efforts were made to find someone interested in taking over the concern, but they were unsuccessful, and on June 10, 1954, the first and second debenture holders appointed Mr. W. F. C. Marwood as Receiver, who had effected a satisfactory realisation of the premises and the majority of the assets.

According to statement of affairs, at August 12, 1954, liabilities to unsecured creditors were £5,500. In addition there was a sum of £6,493 due to secured creditors who held a specific charge on the freehold property, and £15,000 to the second debenture holders.

Assets were estimated to realise £19,330, and there was an estimated balance of £2,830 available for distribution to the unsecured creditors, subject to costs of winding-up.

A note on the statement of affairs explained that the statement of affairs prepared by the company as at June 10, 1954, and submitted to the Receiver showed an estimated balance for unsecured creditors of £1,932, subject to the costs of the Receivership. The amount of £2,830 shown as now being available was mainly accounted for by beneficial realisation of stock in trade and work in progress, and satisfactory disposal of the freehold premises.

The chairman further stated that the directors regretted the loss to unsecured creditors, and added that the business was carried on as long as there was a reasonable chance of making profits.

A resolution was passed by creditors for the appointment of Mr. W. H. Sydenham, C.A., 27 Martin Lane, Cannon Street, London, E.C.4, and Mr. C. L. Walker, C.A., 92 New Bond Street, London, W.1, as joint liquidators, with a committee of inspection.

The following are creditors for more than £100:—

D'Arcy Morrow & Co., Ltd., £232; General & Industrial Paints, Ltd., £190; Y. Goldberg & Sons, Ltd., £224; Hampton Timber Co., Ltd., £468; Kingston Hill Motor Works, Ltd., £107; James Latham Ltd., £570; Wm. Mallinson & Sons, Ltd., £217; John Myland, Ltd., £154; McFarlane Burchell & Co., Ltd., £193; Oak Veneer Co., Ltd., £210; Reif & Son, Ltd., £167; Spear Gulland & Co., Ltd., £115; Tibor, Ltd., £113; Venesta, Ltd., £108; John Wright & Sons (Veneers), Ltd., £217; D. N. W. Joel, £133.

COMPANIES WINDING-UP

Arva Manufacturing Co., Ltd., 47 Pavilion Road, Knightsbridge, London, S.W.1, wholesalers in furnishing fabrics.

The first meeting of creditors was held on August 20, under a winding-up order made on July 19.

The Official Receiver reported

(*continued over page*)

KITCHEN Super PANTRIX CABINETS

For Value

COMPANIES WINDING-UP

(*continued from previous page*)

that company was formed in September, 1948, with nominal capital of £5,000, of which £1,000 had been issued. The only director at present in office was Mr. Hurst Avra.

Company was incorporated to deal in all forms of soft furnishing fabrics from premises at 47 Pavilion Road, Knightsbridge. A recession in the textile trade in 1951 was said to have resulted in customers cancelling orders and refusing delivery of goods which company had already ordered from manufacturers.

In 1952 company concentrated on selling on credit to retailers and a number of agents were employed to promote sales. Heavier stocks, which had to be carried, were financed by loans from Mr. Avra.

By March this year creditors were pressing for payment of overdue accounts, and business was only continued in the hope that profits could be earned which would enable company to pay its debts. Efforts to provide further capital were unsuccessful, however, and no trade was done after June.

Mr Avra attributed failure to loss of stock by fire, trade recession, and losses arising from a legal action.

Mr. Avra had said that all the stock had been sold, but some £1,000 was due from trade debtors. The furniture had been valued by the Official Receiver's agents at £155. In addition the company had been involved in an action and had paid £300 into court. The matter was not proceeded with and the greater part of that money was expected to be recoverable.

The Official Receiver told creditors that his latest information was that the liabilities totalled about £12,000.

No resolution was passed and the matter was left in the hands of the Official Receiver as liquidator.

Stockroom Dates

for week beginning Aug. 30

NATHAN AGRAN, LTD. August 30 to September 3, at Grand Hotel, **CARDIFF.** Mr. D. F. Lewis in attendance.

* * *

EXELOAK, LTD. August 30 to September 3, at Grosvenor Hotel, **MANCHESTER.** Mr. J. Bobroff and Mr. L. Kay in attendance. Also at Imperial Hotel, **BIRMINGHAM.** Mr. B. Bobroff and Mr. J. Lewis in attendance.

* * *

HARRIS LEBUS, LTD., will hold the following stockrooms during the week beginning August 30: Hatherton Masonic Hall, **WALSALL** (Tues. to Thurs.), Mr. B. Cornelius; Queensgate Hotel, **INVERNESS** (Tues. to Thurs.), Mr. A. H. Brown; Mechanics' Institute, **NOTTINGHAM** (Mon. to Fri.), Mr. F. E. Farley; St. Mary's Hall, **LUTON** (Tues. to Thurs.), Mr. E. W. Lashbrook; Y.M.C.A., 137 North End, **CROYDON** (Mon., Tues., Thurs., Fri.), Mr. S. Trew; Central Hall, **CHESTER** (Mon., Tues., Thurs.), Mr. E. James; Palace Hotel, **SOUTHEND-ON-SEA** (Mon. to Thurs.), Mr. V. S. Holmes; Y.M.C.A., St. Helens Road, **SWANSEA** (Mon. to Fri.), Mr. C. Rennell; Rougemont Hotel, **EXETER** (Mon. to Fri.), Mr. E. S. Pocock; Temperance Hall, Princess Street, **HUDDERSFIELD** (Mon. to Fri.), Mr. R. Saunders; Spa Hotel, **TUNBRIDGE WELLS** (Mon. to Fri.), Mr. J. Hopkinson; Goddard Arms Hotel, **SWINDON,** Mr. S. T. Stubbs.

* * *

WILLIAM LAWRENCE & CO., LTD. August 30 to September 3, at Grand Hotel, **HANLEY.** Mr. H. M. Coppock in attendance.

* * *

S. MORRIS & SONS (LEEDS) LTD. August 30 to September 2, at Stork Hotel, **LIVERPOOL.** Mr. C. H. Morris and Mr. B. Berg in attendance.

* * *

M. A. RAPPORT & CO., LTD. August 30 to September 3, at St. David's Hall, **CARMARTHEN.** August 30 to September 10, at Y.M.C.A., **NEWPORT.**

* * *

SHRAGER BROS., LTD. August 30 to September 3, at showrooms, Bridport Road, **EDMONTON, N.18.**

* * *

SKLAN (HEIRLOOM FURNITURE) LTD. August 30 to September 3, at Connaught Rooms, Queen Street, **CARDIFF.**

* * *

STAG CABINET CO., LTD. August 30 to September 3, at Grand Hotel, **CARDIFF.** Mr. E. D. Morgan in attendance.

* * *

S. SPANGLETT, LTD. and JACK SAKOL, LTD. August 30 to September 4, at Cockburn Hotel, **EDINBURGH.** Mr. Pakman in attendance.

* * *

M. STEPHANY, LTD. August 30 to September 4, at Grosvenor Hotel, **MANCHESTER.** Mr. Hutching in attendance.

* * *

VONO, LTD. August 30 to September 2, at Wellington Hotel, **LEICESTER.** Mr. W. E. Byron in attendance; August 31 to September 3, at Adelphi Hotel, **EDINBURGH.** Mr. H. M. Dalrymple in attendance; August 30 to September 3, at Regent Cinema Café, **NORWICH.** Mr. D. D. Vaughton in attendance.

* * *

Joint stockroom by S. SHAVEN & CO., LTD. (Mr. Michael Caplan in attendance), RONSON FURNITURE, LTD. (Mr. Mayer Mack in attendance), SUPERFINE FURNITURE, LTD. (Mr. Arthur James in attendance), MARTIN & LOWE, LTD., SUPOLSTERY, LTD. (Mr. David Vernon in attendance), I. BARGET LTD., B. FELDMAN & CO., and B. ROSE & CO., LTD. August 30 to September 3 at Banqueting Hall, Midland Hotel, **MANCHESTER.** Ronson are also showing "Dwell" dining room suites and not only bedroom suites as stated in their advertisement last week.

* * *

STEEL BROS. (CABINET MANUFACTURERS), LTD. August 30 to September 3, at Grand Hotel, **BIRMINGHAM.** Mr. B. V. Dykes in attendance.

* * *

Joint stockroom for M. STEPHANY, LTD., and A. HUBBERSGILT, LTD. August 30 to September 2, at Grosvenor Hotel, Deansgate, **MANCHESTER.** Mr. A. G. Hutchings in attendance.

* * *

S. MORRIS & SONS (LEEDS), LTD. August 30 to September 2, at Stork Hotel, **LIVERPOOL.** Mr. C. H. Morris and Mr. B. Berg in attendance.

* * *

R. HALL & SON (UPHOLSTERERS), LTD. August 30 to September 3, at 55 Park Lane, **LONDON, W.1.**

* * *

F. AUSTIN (LEYTON), LTD. August 30 to September 3, at Chamber of Commerce, New Street, **BIRMINGHAM.** Mr. John Betts in attendance.

* * *

BRIDGE UPHOLSTERY (LEEDS), LTD. August 30 to September 3, at Chamber of Commerce, New Street, **BIRMINGHAM.** Mr. M. Lee and Mr. John Betts in attendance.

* * *

PARSLOW FURNITURE, LTD. August 30 to September 2, at Grand Hotel, **BIRMINGHAM.** Mr. G. H. Smith and Mr. P. H. Owen in attendance.

* * *

JARMAN & PLATT, LTD. August 30 to September 2, at Connaught Rooms, Queen Street, **CARDIFF.** Mr. Platt and Mr. Ashton in attendance.

* * *

W. G. TURNIDGE, LTD., August 30 to September 3, at Grand Hotel, **BIRMINGHAM.** Mr. W. G. Turnidge and Mr. M. Owen in attendance.

Latex FOAM RUBBER

DUNLOPILLO Cushioning

STOCKISTS OF ALL STANDARD MOULDINGS & MATTRESSES
EXPERTS IN FABRICATION TO ANY SHAPE OR SIZE
Prompt Delivery Unequalled Service

LATEX UPHOLSTERY LTD.
THE LEADING SPECIALISTS
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"World" Service Bureau

Some Enquiries Answered

9959.—Hall sets.
9960.—"Quillette" bed covers.
9961.—"Tygan" fabrics.
9962.—Real fishnet (as used by trawlers).
9963.—Glass rods and rings for curtains.
9964.—Plum coloured cord velvet for upholstery.
9965.—"Bradbear" mohair rugs.
9966.—Special bentwood chairs.
9967.—5-piece upholstered set, including stool and armless chair.
9968.—"Duralay" rubber carpet underlay.
9969.—"Kar-Vel" carpeting.
9970.—Metal Venetian blinds.
9971.—Name and address of W. H. & S., Ltd.
9972.—Nursery furniture with nursery rhyme motifs.
9973.—Adjustable bed tables.

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Representatives also in Attendance:—

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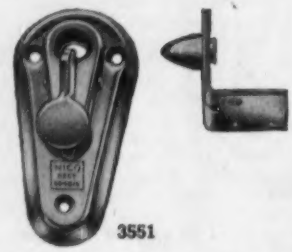

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NO FUMBLING FOR A BOLT WHEN THE DOOR IS CLOSED. IT SECURES ITSELF.

YES IT OPENS AS EASILY WITH A LIGHT TOUCH OF YOUR FOREFINGER.

NO ANNOYING DOOR TO SWING OPEN WHEN YOUR BACK IS TURNED.

YES IT HAS A STRONG LOCATOR PEG WHICH GUIDES THE DOOR INTO TRUE POSITION.

NO DIFFICULTY TO FIT.

YES IT IS INEXPENSIVE AND IS MADE BY

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NICO MANUFACTURING CO. LTD.

LETCHWORTH, HERTS, ENGLAND Phone: LETCHWORTH 590

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YOU'LL BE HEARD!

A classified advertisement in this newspaper is like a whisper right in the ear of the person seeking just what you have to offer, whether it's a job, a service, an article or a product.

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APPOINTMENTS VACANT AND WANTED • ACCOMMODATION • AGENCIES • SALES AND WANTS • MACHINERY • FACTORIES • BUSINESS OPPORTUNITIES • MISCELLANEOUS etc.

Advertisements received by first post on Tuesday appear in the following Friday's issue

Furnishing World

Classified Advertisements

180 FLEET STREET, LONDON, E.C.4. Tel.: CHAncery 8844 (15 lines)

CLASSIFIED ADVERTISEMENTS

"Situations Vacant" and "Wanted" and "Representatives Wanted"—2/- a line.
(15% Discount for three or more consecutive insertions.)

All other Headings—2/6 a line, approximately six words. Box Number Advertisements—address counting as one line plus forwarding charge of 1/-. Display panels 30/- per inch, 25/- per ½ inch. Address: 180 Fleet Street E.C.4. 'Phone: CHAncery 8844.

ALL ADVERTISEMENTS RECEIVED BY FIRST POST ON TUESDAY WILL APPEAR IN THE SAME WEEK'S ISSUE

SITUATIONS VACANT

THE ENGAGEMENT OF PERSONS ANSWERING THESE ADVERTISEMENTS MUST BE MADE THROUGH A LOCAL OFFICE OF THE MINISTRY OF LABOUR OR A SCHEDULED EMPLOYMENT AGENCY IF THE APPLICANT IS A MAN AGED 18-64 INCLUSIVE OR A WOMAN AGED 15-59 INCLUSIVE UNLESS HE OR SHE, OR THE EMPLOYMENT, IS EXCEPTED FROM THE PROVISIONS OF THE NOTIFICATION OF VACANCIES ORDER, 1952.

ACCOUNTS manager required for retail West London furniture shop. Must be fully experienced in all branches of Hire Purchase and office routine. Progressive position for right man. State salary required. Send details of experience in confidence to—Box No. 9421 Furnishing World 180 Fleet Street E.C.4.

CARPETS AND BEDDING SALESMAN REQUIRED, MUST HAVE EXPERIENCE OF GOOD CLASS TRADE, PERMANENT POSITION WITH PENSION. —LENLEYS, BURGATE, CANTERBURY.

CARPET SALESMAN. Young man with some experience for busy department. High earnings and prospects for capable man.—A. Adams & Son (Furnishers), Ltd., 31-41 Clarendon Road, Harrow 5171.

CHRISTIE-TYLER LTD., invite applications for an assistant upholstery foreman. The main duty of the successful applicant will be the supervision of the prototype section and applicants must have had very considerable experience as a supervisor in a large upholstery factory, and have a flair for design and allied work. Age limit 30-35. Assistance with housing will be given. Applications should be made to.—The Works Manager, Christie-Tyler Ltd., Bridgend, Glamorgan, giving fullest details of education and career to date.

SITUATIONS VACANT

CONTEMPORARY UPHOLSTERY. Applications are invited from contemporary minded young men, residing in Lancashire or Yorkshire, to carry our Nationally advertized Oxer Designed Upholstery in the North. Applicants should be under 30 years of age, and would be required to spend a period in the factory for training in our methods of manufacture and specialized selling. The appointment would be sole representation and on a salary, expenses and commission basis. —Apply in writing giving particulars of age, education, previous experience, etc., to: Luxury Upholstery, Ltd., 827-833 Wandsworth Road, Clapham, London, S.W.8.

FIRST - CLASS WINDOW DRESSER required for large complete furnishing house. Experience essential. High wages offered to first-class man.—Apply A. Adams & Son (Furnishers), Ltd., 31-41 Clarendon Road, Harrow. 5171.

FIRST SALES required for the furniture and bedding department in a department store (the most modern store in Britain) experience in quick medium class trade essential. Good opportunity for a keen progressive salesman. Apply.—General Manager, L.D.B., Commercial Road, Portsmouth.

FULLY EXPERIENCED Furniture and Bedding Salesman capable of taking charge of Branch shop. Excellent opportunity for advancement for keen man.—Apply: ADAMS OF HARROW, 34/41 Clarendon Road, Harrow.

FURNITURE SALESMAN fully experienced in cash and hire purchase sales required for furniture dept. of large chain store in Portsmouth. Reply giving age, experience and salary required.—Box No. 9416 Furnishing World 180 Fleet Street E.C.4.

FURNITURE SALESMAN required for S.E. London showrooms. Must be keen and energetic and have had good previous experience.—Apply by letter only to Personnel Manager, H. J. Searle & Son, Ltd., 70-78 Old Kent Road, S.E.1.

SITUATIONS VACANT

LARGE FURNISHING store in the centre of Manchester requires a first-class senior salesman. A basic salary of £10 to £12 weekly with ample scope for earning £1,000 per annum. An excellent opportunity for a capable furnishing man who is able to serve through all departments. —Box No. 9402 Furnishing World 180 Fleet St. E.C.4.

MANAGER/SALESMAN required by Private Furnishing Company opening in Balham High Road early October. Must be First-class Salesman, fully experienced medium-class Cash and H.P. trade. Commencing salary £700 plus bonus. Also FIRST-CLASS SALESMAN as above, commencing salary £500 plus bonus. Applications, stating age and full details of experience and present situation, will be treated in strict confidence. Our Staff at existing establishment are aware of this advertisement.—Box No. 9415 Furnishing World 180 Fleet Street E.C.4.

THE SERVICES OF EXPERIENCED, WELL - TRAINED CARPET AND FURNITURE SALESMAN ARE REQUIRED; PERMANENT SITUATION; ONLY MEN WITH FIRST-CLASS EXPERIENCE AND FULLY CONVERSANT WITH H.P. PROCEDURE NEED APPLY, IN WRITING, TO: MANAGER, BOSWELL & CO., 38-46 HOUNDSDITCH, E.C.3.

PROGRESSIVE retail organisation in South of England requires Trained Salesmen (with prospects of managerships), Head Clerks, Accounts Inspectors, Agreement Checkers and Display Personnel.—Full particulars to Box No. 9400 Furnishing World 180 Fleet St. E.C.4

SALESMAN REQUIRED. Carpets linos, bedding.—Harvey Dept. Store, 149-155 Mitcham Road, Tooting, S.W.17.

SHEARD BINNINGTON, LTD., HIGH STREET, DONCASTER
having now completed extensive building alterations and development plans have vacancies for the following staff:
SENIOR CABINET SALESMAN
FULLY EXPERIENCED CARPET SALESMAN
FULLY EXPERIENCED SOFT FURNISHING SALESMAN
FULLY EXPERIENCED BEDDING SALESMAN
In all cases applicants must have thorough experience in their trade and be used to a good/medium class type of business. Accommodation is available for applicants in the form of new semi-detached houses now building.—Write, giving full details of previous experience to:
General Manager, Sheard Binnington, Ltd., High Street, Doncaster.

CLASSIFIED ADVERTISEMENTS CONTINUED ON PAGE 102

CLASSIFIED ADVERTISEMENTS CONTINUED FROM PAGE 101

SITUATIONS VACANT

UNDER MANAGER and salesman required for soft furnishings household linen and linoleum retail business. Experienced in either retail or wholesale necessary. Salary well above average for suitable applicant.—Clifton Brown, 67 The Broadway, Greenford, Middx. WAX. 1524.

UPHOLSTRESSES for soft furnishings workroom. Also loose cover cutter.—Hotel Renovations Ltd., 258a North End Road, Fulham, S.W.6. FUL 2238.

REPRESENTATIVES WANTED

AGENTS to call on furnishing stores, furniture manufacturers, upholsterers, etc. Required to sell foamed rubber products in addition to their normal lines. Commission basis. Greater London only. —Box No. 9422 Furnishing World 180 Fleet Street E.C.4.

CARPETS AND LINOLEUM—WHOLESALE

WELL-ESTABLISHED FIRM, WELL-KNOWN IN THE TRADE, LARGE STOCKISTS, REQUIRE THE SERVICES OF AN EXPERIENCED REPRESENTATIVE FOR THE LONDON AREA. SUBSTANTIAL REMUNERATION ON BASIS OF COMMISSION AND EXPENSES.

APPLY IN STRICT CONFIDENCE TO BOX No. 9376 FURNISHING WORLD 180 FLEET STREET E.C.4.

DUE to Re-Organisation, Well-known Furniture manufacturers have vacancies for Representatives in the following areas:—1, Midlands; 2, Eastern Counties; 3, London, North of Thames. For Competitive range of Wood Bedsteads, Spiral Spring Mattresses, Dining and Occasional Furniture. Applicants must have established connection and be capable of high figures.—Box No. 9399 Furnishing World 180 Fleet St. E.C.4.

ESTABLISHED manufacturers of good medium bedroom suites require a representative for Northumberland and Durham. Only first-class men considered. Applicants must have established connections in this area, and own car. —Write giving fullest details, in confidence, to: Box No. 9423 Furnishing World 180 Fleet Street E.C.4.

REPRESENTATIVES WANTED

FIRST-CLASS Representatives required by manufacturers of exclusive china and cocktail cabinets for Yorkshire. Only men with sound connections considered. —Write full details in confidence to Box No. 9424 Furnishing World 180 Fleet Street E.C.4.

FIRST-CLASS representatives required for the Midlands area by Joseph Serlin & Sons, Ltd., manufacturers of bureaux, secretaires, etc.—Apply direct to: 56 Columbia Road, London, E.2.

H. GOLDICH & SONS, manufacturers of good medium oak and walnut bedroom suites, require an experienced representative for Yorkshire. Applications invited from first-class men only, residing in the territory, having established connections, and own car.—Fullest particulars please, in confidence, to: Bradshaw Mill, Greengate, Middleton Junction, Manchester.

DURHAM AND NORTH-EAST YORKSHIRE

REPRESENTATIVE REQUIRED. MUST BE CAR OWNER AND HAVE ESTABLISHED KITCHEN FURNITURE CONNECTIONS, CARRYING NOT MORE THAN ONE OTHER HOUSE.—FULLEST DETAILS IN WRITING: MANAGING DIRECTOR,

BEATALL FURNITURE, LIMITED, PENHALL ROAD, CHARLTON S.E.7

LEADING Lancashire manufacturers of bedroom furniture require a fully experienced representative for the Midlands. Only first-class men with sound connections and residing in the area will be considered. Must be car owner. Please state counties covered, and fullest information possible, which will be treated in confidence, to: Box No. 9420 Furnishing World 180 Fleet Street E.C.4.

LEADING Manufacturers require representatives in the following areas:—

(1) Cornwall, Devon, Dorset and Hampshire.
(2) Westmorland, Cumberland, Durham and Northumberland.
(3) London and Middlesex.

Selected applicant would carry the entire range of furniture produced including unit, upholstery, bedroom suites and dining sets.—Apply Sales Manager, Box No. 9414 Furnishing World 180 Fleet Street E.C.4.

REPRESENTATIVES WANTED

OPPORTUNITY arises for a young gentleman, well experienced and known to the large manufacturing upholsterers in the Provinces, to represent important firm of importers and wholesalers. Not afraid of hard work and able use initiative.—Write full particulars, Box No. 9398 Furnishing World 180 Fleet Street E.C.4.

OUTSIDE REPRESENTATIVE WITH OWN CAR, REQUIRED FOR ESTABLISHED HOME FURNISHERS; GOOD SALARY AND COMMISSION; CAR EXPENSES ALLOWED; ONLY MEN WITH FIRST-CLASS EXPERIENCE AND FULLY CONVERSANT WITH H.P. PROCEDURE NEED APPLY, IN WRITING, TO: MANAGER, BOSWELL & CO., 38-46 HOUNDSDITCH, E.C.3.

REPRESENTATIVE (full time) required for Birmingham area by well-known furniture manufacturers of national repute with substantial connection. Age 25-35. Selling and car-driving experience essential. Applicants must give details of education and copies of references.—Box No. 9406 Furnishing World 180 Fleet St. E.C.4.

REPRESENTATIVE required. Due to staff promotion "Talent" Group of Companies require services of first-class man to cover Kent, Surrey and Sussex for the three Companies, H. Herrmann Ltd., (bedroom furniture) Evansville Cabinet Co. Ltd. (kitchen furniture) F. H. Marshall & Co. Ltd., (dining furniture). Excellent connection exists. Only applicants capable of maintaining top figures will be considered.—Apply Managing Director, Talent Works, Arterial Road, Rayleigh, Essex.

WANTED IMMEDIATELY. First class carpet sales representative by leading firm of carpet wholesalers. Both imported and British carpets. Good prospects for the right man.—Box No. 9425 Furnishing World 180 Fleet Street E.C.4.

SUMMERS PRODUCTIONS

REQUIRE A MAN OF PROVED ABILITY AND WELL KNOWN IN THIS AREA AS THEIR REPRESENTATIVE IN LANCASHIRE AND CHESHIRE. LARGE CONNECTION HANDED OVER TO SUCCESSFUL APPLICANT WHO WILL WORK ON A COMMISSION BASIS. SOLE REPRESENTATIVE COULD BE EMPLOYED ON SALARY AND COMMISSION. —APPLY IN CONFIDENCE TO: MANAGING DIRECTOR, GARMAN ROAD, TOTTENHAM, N.17.

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REPRESENTATIVES WANTED

W. LUSTY & SONS, LTD. requires Representative for the West Country and South Wales for Lloyd Loom Woven Fibre Furniture and other Lusty products. Only full-time man considered. Write (own handwriting), giving full particulars to Sales Manager, W. Lusty & Sons, Ltd., Bromley-by-Bow, London, E.3.

SITUATIONS WANTED

ABLE CO-ORDINATOR and leader, skilled in planning and control, seeks position as works manager, or similar.—Box No. 9418 Furnishing World 180 Fleet Street E.C.4.

DISTINCTIVE designer of contemporary furniture offers services to the trade. Contracting and complete lay-out for forthcoming furniture exhibition.—Box No. 9426 Furniture World 180 Fleet Street E.C.4.

GENTLEMAN requires permanent and Progressive position, fully experienced furniture, carpets, soft furnishings, etc., in sales, buying, contracts; flair for display; unusually keen and expert salesman all departments, preparation of schemes, estimating, negotiations, will consider any reasonable offer, etc.—Box No. 9417 Furnishing World 180 Fleet Street E.C.4.

PREMISES WANTED

LARGE OR SMALL chain of shops required suitable for the sale of furniture and radios, etc.; also interested in single units, situated in main thoroughfares in busy industrial districts or towns throughout the country; would consider long leases or purchase of property.—Details to Box No. 9108 Furnishing World 180 Fleet St. E.C.4.

BUSINESSES FOR SALE

WORCESTERSHIRE.—Very old-established Furnishing Business. Main Street premises with fine display windows. One of the finest Midland Market towns. Fine opportunity for individual or company. Freehold premises, Goodwill, etc., £12,000. S.A.V. Illness cause of sale.—Victor Powell, 1 George Street, Bromsgrove. Tel. 2639 and 3104.

BUSINESS WANTED

WANTED. LARGE OR SMALL FURNITURE BUSINESSES. H.P. or cash with existing staffs (if desired) in North Midlands, Lancs, Yorks and North-East Coast. All correspondence treated as strictly confidential.—Managing Director, Ridings Stores, Ltd., 5-11 Richmond Grove East, Longsight, Manchester, 12.

WANTED

FURNISHING BUSINESS with considerable turnover welcomes manufacturers' catalogues for all classes of furnishings (including office).—Crowhide, Ltd., 9-13 Brunswick Road, Shoreham - by - Sea, Sussex.

SMALL Furniture Shop Just Opened would like catalogues of dining-room suites, bedroom suites, kitchen cabinets, glass cabinets and dining chairs. Require quick delivery.—C. Pluck, 8 Hampton Street, Birkenhead. Tele. 1317.

STOCKS FOR SALE

AIRCRAFT PLYWOOD, Resin Bonded, Water Resistant, 1,000 sheets, 84 in x 48 in., 72 in. x 48 in., 60 in. x 48 in. and 48 in. x 48 in., and various sizes. 0.8, 1.2, 1.5 mm. and other thicknesses in stock. Samples and prices, Spiers, 330 Hackney Road, London, E.2. Phone: Shoreditch 8791-2-3.

HARDWOOD dowels and pine broom handles. Best imported quality. Comprehensive range. Diameters and lengths. Prompt delivery. Samples and price list on request. Large discounts for bale lot orders.—Wessenden Products Ltd., Alresford, Hampshire.

PLYWOOD OFFCUTS. WES. 1612.

ANNOUNCEMENT

EASTERN CARPET STORES announce that as from 30th July 1954, they have admitted EASTERN CARPET STORES & PARTNERS LTD., of 92 Grays Inn Road, W.C.1 (nominal capital £25,000) as a partner in the firm. The business of the partnership will continue to be carried on at.—22/24 Turnpike Lane, London, N.8 and branches as hitherto.

AGENTS WANTED

GOOD AGENT required for London also one for Wales and one for East Anglia to introduce to good stores and house furnishers, wool rugs for well-known Yorkshire manufacturer. Only 2 samples, keenly competitive and sell on sight. Send full particulars to.—Box No. 9419 Furnishing World 180 Fleet Street E.C.4.

MACHINERY FOR SALE

LATEST MODEL SCHUBERT. Tapeless veneer edge glueing machine complete with glue applicator. Brand new. Never used in production. Purchase price, £1,125. Will accept reasonable offer.—Wavex Engineering Ltd., Tottenham, N.17. TOT. 3674.

TRIPLE DRUM SANDER, 24 in. motor-ized Danckaert, two electric motors, 400 volts, three phase, perfect running order, £185.—Apply 39 Ash Road, Forest Lane, Stratford, E.15.

FINANCE

WHY LOSE BUSINESS? Offer your clients easy payment terms. For finance, security, expert advice, apply to S. S. Parmill, Ltd., 37, 38, 39, 40 Cheapside, E.C.2. CITy 3353 (six lines).

WORK WANTED

SHAPED AND FLAT VENEERING done to the trade.—Call or telephone Veneer Pressing, Ltd., 45 Virginia Road, E.2. Sho. 6800.

PATENTS FOR SALE

No. 9009 PATENT for sale. Relating to improvements to swivel-top dining tables. Patentee cannot exploit owing to small production. Fine opportunity to market dining table with immense possibilities. —Full details to Box. No. 9407 Furnishing World 180 Fleet Street E.C.4.

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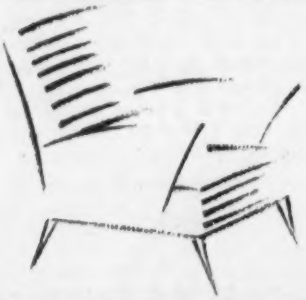

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S. SHAVEN & CO. LTD., 142 LEA BRIDGE ROAD, CLAPTON, LONDON, E.5 Tel.: AMHerst 5171-2

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FOR SALE

DUST SHEETS

BRAND New Unbleached Heavy Twill. Sizes 12 ft. x 6 ft. and 12 ft. x 9 ft. Also Tarpaulins Brand New 1st Quality Jute, size 18 ft. x 12 ft. All for immediate delivery.—S. Alter, 19 Oakley Avenue, Ealing, W.5. 'Phone ACO. 1788.

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CURVED corrugated iron ex-Army nissen type huts 36 ft. x 16 feet—£81. 36 ft. x 24 ft—£144. Delivered radius 150 miles London. Other buildings available.—Universal Supplies (Belvedere) Ltd., Crabtree Manorway, Belvedere, Kent. Erith 2948.

SURPLUS—White Bostik Adhesive in sealed quart tins. Ideal for sticking down linoleum, rubber, etc. 5s. per quart. —T. Grimes & Sons, 111, Queen Street, Newton Abbot, S. Devon.

STOCKS WANTED

ONE-MAN BUSINESS wants to buy surplus stocks for cash. Bedroom suites and dining-room suites, coffee tables, television tables. For Spot Cash. Will call immediately. 'Phone WAT. 6177. Established over 60 years.

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